



If you are in business to do business, there's only one place to be
Kent Showground, Detling, Wednesday, November 10th

BUSINESS WEEK Live
 The essential b2b exhibition and conference

PRE-REGISTER FREE ONLINE:

www.businessweeklive.co.uk
 or arrive with your business card on the day

MALARIA BOUT LED TO JAIL FOR ABUSER

WHAT'S ON & WATCH

yourkenttv.co.uk



ON TREK: Archant KOS Media boss Paul Stannard talks about his Peruvian charity trek. Search: 'Peru'

ALSO INSIDE

LETTERS	PAGE 14
MOTORS	PAGES 39-52
PROPERTY	PAGES 53-56
SPORT	PAGES 62-63

ISSN 1753-117-9



Picture NFU

■ BY ED HILL

A SEX offender who fled to Africa has been sentenced to 12 years in jail after he was caught following hospitalisation for malaria.

Ian Duncan McLeod-McLean, 48, from Canterbury Road, Ashford, abused three young girls from Maidstone.

He was due to stand trial for the offences in 2008. However, just before he was due to make a plea he fled to Sierra Leone where he spent two years living rough as an illegal immigrant.

While in Africa he caught a serious bout of malaria and was hospitalised. It was discovered by the Sierra Leone authorities he was in the country illegally and British embassy staff informed them he was wanted for a string of crimes. He was deported and arrested at Heathrow airport on his return to the UK.

At an earlier hearing McLeod-McLean pleaded guilty to 20 of sexual abuse charges and not guilty to three counts.

At his sentencing on Friday at Maidstone Crown Court, the hearing was told the former driving instructor, employed by the Army, began the abuse in 1995. It then escalated to a series of serious offences in 2006-07.

His partner had also become aware he was viewing child pornography on the internet and

CONTINUED ON PAGE 2

NOT SUCH A BRIGHT IDEA

Farmers around Ashford are urging people celebrating Bonfire Night not to let off Chinese lanterns.

The mini hot air balloons, which are meant to bring good luck, land in fields where their metal frames can be swallowed by livestock.

Last year more than 200,000 lanterns, which can travel up to 30 miles, were launched in the UK.

FULL STORY ON PAGE 11



HALF PRICE OFFER

Large oval cheese board and knife set

Usual price £30

Our price £14.99



Nasons Department Store
 47 High Street, Canterbury, CT1 2SB
 01227 456755
www.nasons.co.uk

Report offers hope for town's court building

■ BY ED HILL

THERE is a glimmer of hope for the future of the town's court after a report from the Lord Chief Justice.

Lord Judge has examined the case for each of the 157 courts in the country, which the Justice Secretary Kenneth Clarke has targeted for closure. The minister hopes to shave £15 million pounds off the courts service budget.

In his report, Lord Judge puts Ashford in his 'C' category of court, which means he cannot recommend closure. He says: "There are rational arguments against closure which require further exploration before decisions are taken."

Ashford's court building also houses a county court, as well as the magistrates' court. In July this year it was listed for closure mainly because of the large maintenance bill that has built up on the building, totalling more than £600,000. If it does close, hearings would be transferred to Folkestone, Dover or Canterbury.

Referring to the court in Tufton Street, the Lord Chief Justice said: "At first sight both co-located courts (magistrates' and county) have little to recommend their continuance, due to operating costs and a large maintenance backlog. However, the Ashford area is a rapidly growing population area."

Many local solicitors have argued against Ashford's closure because of the extra travelling it will mean for people to get to other courts. They also say its location in the centre of Kent means it has a larger catchment area than other courts, in a town that is expected to grow.

Lord Judge takes these factors into account,



CENTRAL LOCATION: Ashford's court building could now be saved, possibly by merging with the Tribunal Service

but his strongest argument for keeping Ashford open appears to be if it could be merged with the Tribunal service currently housed at County Square.

He says: "In light of the proposed merger of the courts service and Tribunal Service, the possibility of maintaining a county court presence in the town could be achieved by sharing accommodation with the local tribunal service which has a significant presence in the town."

He also raises the point as argued by local

magistrates and solicitors that closing Dover's court may be a better option for saving the court service of money.

He says: "The local Bench has suggested that retention of Ashford and closure of Dover Magistrates' Court may be a better option. This is based on their assessment of potential savings to HMCS and better transport links. I think there may be merit in this option."

Kenneth Clarke is expected to make his decision on the court closure by the end of the year.

Actress Pam is carers' guest

THE actress Pam Ferris will be visiting Ashford on Friday.

The star, best known for her roles in The Darling Buds of May and the Hollywood film Matilda, will be at Carers' Support at Beaver Business Park on Friday.

Pam Ferris is vice president of the Princess Royal Trust for Carers. She will be giving a talk to the invited audience about her experiences as a carer.

Carers' Support provides information and support for people who look after a family member, friend or loved one with a disability or a long-term illness.

Eurostar beats contract appeal

AN appeal to stop Eurostar ordering German-built trains has been rejected by the High Court.

Alstom, the French manufacturer of the company's current trains, had said the Siemens ICE4 engines and carriages would not be safe in the Channel Tunnel.

Eurostar is investing £700m in rolling stock and a design facelift for its old trains by Italian company Pininfarina.

In a statement, Eurostar said: "We are pleased the situation has been resolved and we can sign the contract with Siemens."

Legionella bug found in office water supply

A STRAIN of the Legionnaires' Disease bug has been found in the water system of International House, the home of the Health and Safety Executive.

However, it was not the potentially fatal form of pneumonia.

Legionnaires' Disease is caught by inhaling small droplets of contaminated water suspended in the air, most commonly found in cooling towers and air-conditioning systems.

More than 20 companies currently use International House, which is owned by the South East Development Agency (SEEDA).

One of the tenants is the Health and Safety Executive, who have to issue warnings and monitor an outbreak if a building is found to be contaminated with the disease.

A spokesman for SEEDA said: "A form of Legionella was found in the water supply at International House, in Ashford. We took immediate action to protect tenants and make the supply safe. No-one has become ill."

The Health and Safety Executive is involved and remedial action is now being taken. The system has tested clear, and samples will continue to be taken as a precaution."

Ashford's Future also has offices in



the building, and the council's own environmental health officers discovered the contaminated microbes after a routine inspection.

A spokesman for Ashford council said: "During September, Ashford council investigations revealed a species of Legionella in the water systems at International House.

"This was not Legionella Pneumophila, which causes Legionnaires' Disease, and no causes of illness were linked to the building. The systems were chlorinated and further works undertaken by the building's management."

The fatal strain of Legionnaires' Disease was first identified in America in 1976, after 34 war veterans died after attending a convention at a hotel in Philadelphia.

Two more held in murder inquiry

TWO more men from Ashford have been arrested in connection with the death of farmer Julian Gardner at his farm in East Sussex.

A 56-year-old man from the borough presented himself at Eastbourne custody centre on Monday. He was arrested for murder and interviewed by police.

On Friday, a 31-year-old man from Ashford was arrested. He was released with another man from North Wales and bailed until dates in January.

Two other men from Ashford, aged 29 and 40, have also been questioned by police in connection with the case. They were arrested on Friday, October 22, and have been released on police bail until the end of November.

Police believe Mr Gardner, 54, was crushed by a car on October 11, during a burglary which went wrong. His body was found at his farm machinery and car repair business near Robertsbridge.

Hunt for driver in deliberate attack

POLICE have released an efit of a driver who deliberately drove his car at a pedestrian.

The attack happened in Hythe Road at about 6.30pm on October 7.

The 26-year-old pedestrian was knocked to the ground and broke his leg as a result of the collision.

The alleged offender was driving a silver Fiat, possibly a Brava or Bravo, and was with another man and two girls.

Anyone who can help to identify the man in the efit is asked to contact PC Clare Ward on 01303 289416.



CHART FENCING

For all your fencing requirements and more



HUGE STOCKS AVAILABLE

- ✓ Garden Fencing & Panels
- ✓ Garden Furniture
- ✓ Entrance Gates
- ✓ Stock Fencing
- ✓ Decorative Trellis
- ✓ Metal Gates
- ✓ Decking & Sheds
- ✓ Tools & Accessories
- ✓ Electric Fencing
- ✓ Chestnut Fencing
- ✓ Post & Rail

*Terms and conditions apply

CALL FOR FREE CATALOGUE

01233 626188

Order online: www.chartfencing.co.uk

Look what you can experience with us...



Looking for a new challenge? Experience something exciting with Kent Adult Education this year! With over 4,000 courses across Kent and over 900 new additions, there is sure to be something to motivate you.

With places booking fast, the time to enrol is now!

Visit www.kent.gov.uk/adulted or call 0845 606 5606 to make your choice and enrol today!

**KENT ADULT
EDUCATION**

**COMMUNITY
LEARNING
AND SKILLS**



Are you under 19?

Not sure about your next move?

Need work related skills and qualifications?

Looking for an opportunity?

SIGN UP NOW!
Freephone 0800 731 4297
or
text 07740 183745

Progress to Success

with KEY Training Services

We can help!

FREE programmes are taking place across Kent and Medway.

www.keytrainingservices.org.uk





HORROR: Beverli Rhodes (below) was on board the bus blown up in Tavistock Square by extremist Hasib Hussain

Bomber victim gives evidence at 7/7 inquiry

■ BY MARIJKE COX

A TRAUMATIC personal account from a Kent survivor of the London bombings has been used in the first 7/7 inquest.

A description from Beverli Rhodes of the shocking aftermath of the attacks was included in the inquest into the Tavistock Square blast, where Islamic extremist Hasib Hussain blew up a double-decker bus, killing 13 innocent people.

The 49-year-old grandmother, from Kennington in Ashford, was one of the survivors of the bomb on the Tube near King's Cross and Russell Square stations.

Mrs Rhodes, a senior project consultant in anti-terrorism at the time, was on her way to a meeting in Tavistock Square with Olympic officials and ministers to discuss a major contract to provide security for the whole of the 2012 games venue.

Despite suffering serious chest, leg and facial injuries on the Tube, she continued her way to the meeting.

"Your head does funny things when you're in shock," she told KOS Media.

"I spoke to my colleague while on the way and he said 'You're never going to believe

this, but a bomb has just gone off on a bus and I'm covered in glass.'

Mrs Rhodes said Lynton House in Tavistock Square, where she worked at the time, was made a designated crime scene which led to a lack of disrupted working time.

"I am the only survivor with experience of two bomb sites, which is why my information was used in the inquest," she said.

"I feel that I might have been the only person physically affected by the train bomb who was also damaged professionally by the bus bomb."

The grandmother, who had to leave her job due to post-traumatic stress disorder, admitted she also became suspicious about who the bombers' targets were.

"It went off on the bus at 9.57am, three minutes before the Olympic security meeting was due to be held in Lynton House in a boardroom directly opposite the top deck of the bus."

Inquests into the 2005 London bombings are to continue into next year, with security prevention also due to be scrutinised.



Group celebrates year of easy breathing

BREATH Easy Ashford and Tenterden (BEAT) has celebrated its first year.

The support group was set up to help people with health conditions that make breathing a struggle.

To mark its first year the group was joined by the Mayor of Ashford, Allen Wells, at the Swan centre in Newtown to hear about the group's work.

Sheila Russell, fundraiser for the group, said: "This year we have raised more than £6,500. It has expanded since we began and we would like to grow more."

Mrs Russell said: "Government policy is to treat people at home for their condition

rather than make trips to hospital."

Karen Howarth, a respiratory assistant with the group, said: "People prefer being treated at home. It's better because they know they can pick up the phone and talk to one of us if they have a problem."

To find out more about BEAT, contact membership secretary Marion Faulks at marion@gandmf.plus.com.



SUPPORT: Mayor Allen Wells with members of BEAT

yourashford NEWS IN BRIEF

Lemons win cycle race

A LOCAL building firm has come first in a night-time cycle race for charity.

Cole Construct from Betherston took part in the off-road race for the British Heart Foundation.

The team of four, which went under the name of Kings of Lemon, emerged as winners of the Mixed Quads category in the 'Insomnia' Bedgebury Night Ride 2010.

The event, which aims to raise £20,000, attracted about 200 competitors to the 12-hour overnight race.

The Cole Construct team of Daniel Calnan, Danielle Petersmann, Dean Camier and Tim Hughes tackled a 9.6-mile, off-road course through Bedgebury Forest guided only by their helmet and cycle lights.

Managing director Daniel Calnan said: "We were delighted to find we'd finished in first place. It was fun and challenging and we are looking forward to competing again next year."

Robbery samaritan sought

POLICE want to speak to a man who intervened in an attempted robbery.

A 16-year-old student and a friend were walking past the entrance of the Birchwood South Centre on Jemmett Road, South Ashford, when they were approached by three youths on October 13 at 1.30pm.

The gang demanded the 16-year-olds bicycle then forced him to the floor where he was punched. They ran off empty handed when a member of the public challenged them.

Call police on 01622 690690, and quote crime number FY/16438/10 or Crimestoppers anonymously on 0800 555111.

Homeless campaign launch

Homeless charity Porchlight has launched a campaign asking the public to Change a Future by letting its outreach team know the location of rough sleepers in Ashford.

Porchlight, which runs the Simon Mead hostel in the town, is asking anyone who comes across someone who may need their help to call the helpline on 0800 567 7699 or complete an online form at www.porchlight.org.uk/changeafuture.

After the details have been passed on the rough sleeper support team will try to locate the person on the next outreach session.

www.beach.uk.com

B E A C H

Furniture & Home

Internet Prices In Store

Queen Street, Deal CT14 6ET

01304 366 477



Reader Holidays

KOS 43



Bosworth Hall Hotel & pool
Pool & Gym available at a £5 supplement for the weekend



99p Bar Carry on New Year Parties

Bosworth Hall Hotel, Leicestershire - over 40s only

Arrive Fridays: January 7, January 14, January 21 & January 28, 2011

Join us for a party that extends the New Year celebrations at a price that's distinctly special. Our 2-night party break includes hotel accommodation, breakfast and dinner each day, entertainment and a 99p bar both evenings. Bosworth Hall is a super country house hotel set in landscaped grounds in the village of Market Bosworth - in the heart of England.

PRICE INCLUDES:

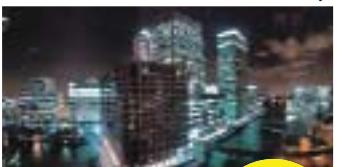
- 99P DRINKS from 5pm to 11pm both nights. Drinks include house beers & spirits, wine by the glass
- Entertainment
- 2 dinners and 2 breakfasts
- 2 nights sharing a twin or double-bedded en-suite room

SELF-DRIVE 2 NIGHTS ONLY £99pp
Quote CB1

Carry on New Year Party

London International Hotel, London Docklands - over 40s only

January 2 to 4, 2011



PRICE INCLUDES:

- Entertainment both nights
- 99P DRINKS from 7pm to 11pm both nights. Drinks include house beers & spirits, wine by the glass
- 2 dinners and 2 breakfasts
- 2 nights sharing a twin or double-bedded en-suite room

SELF-DRIVE 2 NIGHTS £119pp
Quote CL1

Come Dancing Party

Warner Bembridge Coast, Isle of Wight - over 40s only

January 14 to 17, 2011

PRICE INCLUDES:

- Dance tuition, social dancing and a Grand Ball
- Variety entertainment
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- FREE DRINKS from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £259pp
Quote WB1

Carry on New Year Party

Warner Sinah Warren, Hayling Island - over 40s only



SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £229pp
Quote WS1

Christmas Party Break

Warner Norton Grange, Isle of Wight - over 40s only

November 5 to 8, 2010



PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite chalet accommodation
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- FREE DRINKS from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee

SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £199pp
Quote NG11-2

Mamma Mia Christmas Party

Warner Bembridge Coast, Isle of Wight - over 50s only

November 12 to 15, 2010

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- FREE DRINKS from 6pm to 11pm every night - house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £259pp
Quote MM11

COACH TRAVEL OPTION FROM MAIDENHEAD & SLOUGH £20pp EACH WAY

Christmas Party Break

Warner Lakeside, Hayling Island - over 21s only

December 17 to 20, 2010



PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite chalet accommodation
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- FREE DRINKS from 6pm to 11pm every evening. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee

SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £199pp
Quote LK12

Mamma Mia Party

Warner Bembridge Coast, Isle of Wight - over 50s only

February 25 to 28, 2011

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- FREE DRINKS from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £239pp
Quote MW2

Mamma Mia Spring Party

Warner Bodelwyddan Castle, North Wales - over 50s only

March 25 to 28, 2011

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- FREE DRINKS from 6pm to 11pm every night - house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



SELF-DRIVE 3 NIGHTS DRINKS-INCLUSIVE £299pp
Quote BC3

call 01895 83 33 33 for bookings and information

Holidays offered by **GN Holidays**, Higher Denham, Uxbridge UB9 5EL • Open: 9am to 5.30pm weekdays; 9.30am to 12.30pm Saturdays • Email: sales@gnholidays.com • www.gnholidays.com



ABTA Y021

Summit reveals rail changes

AT a recent summit Kent County Council revealed some of its ambitions for rail services in Kent.

Some of the points would impact on the services being run from Ashford station.

One of its aims is to restore a direct service from Ashford to Gatwick. This would mean passengers could avoid changing at Tonbridge or going into London, dramatically cutting journey times.

The local authority said it also wanted the line between Ashford and Hastings to be electrified and a second track being put on the route to increase capacity.

Improvements

It also hoped that when the new high speed service to Germany begins the train will make at least one stop at a Kent station which could be either Ashford or Ebbsfleet.

However, it did not say when these improvements could be achieved and with Government spending severely cut back it seems unlikely they will happen any time soon.

At the summit, also attended by the train company Southeastern and commuter groups, passengers asked the county council to do its own survey of public satisfaction with train services. Many believe the one carried out by the nationwide group Passenger Focus, which said 81 per cent of train users in Kent were happy with the service, was not a true reflection of their views.

They also expressed concerns about forthcoming rail fare increase which could be as much as seven per cent.

Surgeons see a slice of life in Uganda hospital

STAFF from Benenden Hospital near Tenterden have spent two weeks in Uganda helping with surgical treatment.

Marie South, a general and pediatric surgeon, and Irene Hoppe, a surgical assistant, went to the Kitovu Hospital in Masaka to help the resident surgeon who had not been able to take a break for nine months because of the heavy workload.

They were joined by Dr Gammanpila a retired GP and former consultant anaesthetist from Maidstone Hospital.

The Ugandan hospital deals with a wide range of injuries, from trauma-related incidents, burns, and infections to medical treatment of malaria and AIDS, on a daily basis.

The volunteer medical team became the first point of call at the hospital during their stay where they had to manage and deliver care to a large number of patients each day.

Marie South said: "It is such a great opportunity to go out to Uganda and make a difference to people's lives. This kind of voluntary work

■ BY ED HILL

really helps to put into context how different our level of healthcare is compared to less fortunate third world countries."

Kitovu Hospital is of a relatively high standard compared with other hospitals in the region, but the surgical and medical equipment that they have available is basic and rudimentary.

Before their Uganda trip the doctors asked all the departments at Benenden Hospital to save and gather as many out-of-date supplies as possible to take over to Kitovu.

Under UK law, most medical equipment has to be disposed of by its use by date but much of it is still in good condition and can be used to treat patients in the developing world.

Dr South said: "It differs enormously from the care we provide in the UK because in Uganda there is no sophisticated means of investigation for medical staff so they have to rely on their basic knowledge to make diagnoses. Operations are performed without any sophisticated equipment such as keyhole surgery."



HELPING OUT: Dr South from Benenden Hospital went to Uganda to carry out surgical treatment at Kitovu Hospital

Benenden Hospital is part of an independent trust dealing with private patients and those referred to it by the NHS.

LINEN OFFERS



Christy Montana towels
Hand usual price £10
OUR PRICE £5
Bath usual price £20
OUR PRICE £10
Sheet usual price £30
OUR PRICE £15



Vitality bounceback pillow
Usual price £14.99
OUR PRICE £7.25



Osman towels
HAND USUAL PRICE £10
OUR PRICE £4.99
BATH USUAL PRICE £20
OUR PRICE £9.99
SHEET USUAL PRICE £30
OUR PRICE £15.99



Spundown
13.5 tog washable duvet
Single usual price £80
OUR PRICE £40
Double usual price £110
OUR PRICE £55
King usual price £130
OUR PRICE £65

Pictures are for illustration purposes only. Offers subject to being unsold.



Canterbury's Independent Department Store

47 High Street, Canterbury, CT1 2SB
01227 456755 www.nasons.co.uk

Open Mon - Sat 9am - 5.30pm Sundays 11am - 5pm

To find your local Elephant showroom visit
www.elephantwindows.co.uk
0800 195 0000



**WINDOWS, DOORS,
CONSERVATORIES
AND NOW INTRODUCING
OUR NEW RANGE OF**

ORANGERIES

WITH OVER 35 YEARS EXPERIENCE
WE ARE A NAME YOU CAN **TRUST**

CONSERVATORIES WINDOWS DOORS APPROVED MEMBER
10-YEAR PEACE OF MIND GUARANTEE FENSA  GGF 
Network VEKA
Reliable in the extreme
Quality windows, doors, conservatories and roofline



yourlocalinterview

QUESTION & ANSWER

CLIVE LEE



Q & A

The chief executive of The Caldecott Foundation in Smeeth, talks to **Ed Hill** about the charity, which cares for some of society's most vulnerable young people, and celebrating the organisation's centenary next year.

Q Why did you originally joined Caldecott?

A I joined in 2004 after spending 25 years with local authorities, latterly at Buckinghamshire county council, where I was head of social care for children and families, before that with Lincolnshire county council, and as an inspector with the NSPCC.

Coming to Caldecott meant that I could be directly involved with helping young people who have suffered extremes of cruelty, neglect or abuse to rebuild their lives, and influence the quality of the care they receive with a highly-skilled staff of 200.

Q What does the foundation do?

A We provide an assessment centre, residential homes for up to 50 children aged 5 to 16, an on-site school teaching to GCSE-level, a therapy centre and a fostering service.

Q How has caring for vulnerable children changed in recent years?

A The basic principles remain the same – to ensure our children feel safe, supported and listened to, with clear boundaries and expectations. We encourage them to achieve in all aspects of their lives, whether in relating to others, in the classroom or taking part in hobbies and games. Our objective is to help them become rounded adults, able to form successful relationships and enjoy a happy family life.

Q Many children in care have serious behavioural and emotional problems – do you think the man in the street understands the reasons why?

A It's incredibly difficult for anyone to understand the trauma these young people have suffered and, yes, sometimes it results in outbursts of temper and destructive behaviour. Others will withdraw into themselves, and it's hardly surprising when they have endured experiences which nobody should have to suffer, including being taken away from all that they have known in the past.

Some children test carers to the limit, simply to find out if they will suffer further rejection and disruption to their fragile lives. But they have the same hopes and dreams, the same need for warmth and security, as other children. I believe we have a responsibility to care for all our children.

Q What happens to young people when they leave Caldecott?

A Happily, many go on to lead fulfilling and productive lives and careers. Former Caldecott children have included a county police chief constable, barristers, solicitors, and a grammar school headmaster. It's particularly rewarding to see traumatised children settle down at Caldecott, begin to gain respect for themselves and others, and learn academic and practical skills. Some, of course, have been so damaged that they later go on to more specialised adult care to tackle ongoing needs.

Q Do you think government cutbacks will have an impact on young people's care?

A I'm certain of it. Most of our children are referred to us by local authority Social Services departments, and they do their best under severe financial pressure. Many children now come to us later than they would normally have, after multiple care and foster home placement breakdowns and with even more complex and challenging needs.

Q The Foundation celebrates its 100th anniversary in 2011 – how do you see its future?

A Continuing to do what we do well, adapting to the needs of vulnerable young people, and providing new services. For our centenary year, we are hoping to raise £750,000 for facilities such as a vocational training unit to help our older children learn skills such as car mechanics and hair and beauty. We are launching a major profile-raising programme, including a thanksgiving service at Canterbury Cathedral in May, a summer garden party, and a charity art auction.

Q Can people get involved with the centenary campaign or more generally?

A We welcome volunteers. To find out more, go to www.thecaldecottfoundation.co.uk or call Sam Scott or Timothy Allison in our fundraising department on 01303 815697. We are also recruiting foster carers – call Keith Nix on 01303 815653.

What could a **professionally made video** do for your business?

Yourkentv video services can add great value to your website, or promotional campaign at a price to suit all budgets.

For more details telephone

Julie Maddocks on

01303 817000

07825 747898



Award Winning Company

GREENFIELDS SHOOTING GROUNDS

STAG/HEN PARTIES

Save £25.00 per person on normal prices

Min 8 persons £40.00 for 25 shots £45.00 for 50 shots.

Min 15 persons £40.00 for 50 shots
includes full instructions, use of guns,
ammunition and hearing protection

For more information or to book, please call

01227 713 222

HAVE A GO Every Sunday Morning 25 shots with a qualified instructor for only £12.50

Greenfields Shooting Grounds, Sturry Hill, Sturry Nr Canterbury, Kent CT2 0NG
sales@greenfieldsshooting.co.uk www.greenfieldsshooting.co.uk



CHARITY CHRISTMAS CARDS

GET FIT FOR CHRISTMAS

Take the stairs to our new **TOP FLOOR** shop in Nasons.

(For everyone else there is a convenient lift)

We sell a **huge** selection of cards and Christmas goods on behalf of many national and local charities.

Cards for good Causes Limited is the trading company of The 1959 Group of Charities
(Registered Charity No 249039)

School of Arts is officially opened

THE chairwoman of Arts Council England was on hand to officially open the University of Kent's new £6.6 million Jarman Building last week.

Dame Liz Forgan – a former managing director of BBC network radio – unveiled a plaque for the School of Arts centre.

The building, which is named after the late iconic artist and former Dungeness resident Derek Jarman, houses drama and film studios, computing and editing suites, a large art gallery and teaching rooms.

Deputy vice-chancellor Prof Keith Mander said: "The arts play an important role in the life of the nation and are popular with students.



ICON: Derek Jarman

"Our investment in this building sends a clear signal at a time of difficult spending decisions that the University of Kent values its work in this area.

"Derek Jarman was one of the most important British artists of the 20th century and is closely identified with Kent. It is very fitting therefore that this superb building should bear his name."

Acting head of the School of Arts, Dr Nicola Shaughnessy, added: "Jarman, much like a Renaissance artist, engaged in a wide range of art forms, many of which are taught in our school."

"He was a writer of autobiographical journals, a poet, a painter, a scriptwriter, a film director, a cinematographer and a set designer."

GPs are preparing for their new roles

Following news that NHS primary care trusts will be abolished and groups of GPs will instead control local healthcare, Dr Robert Stewart gives his views on the continuing changes.

PRIMARY Care Trusts have never stirred the hearts of the public in quite the way hospitals do.

And they have never been able to enjoy the face-to-face relationship that a doctor can have with his patients.

To many they are the faceless bureaucrats sitting in an office, obsessed with targets and tick-box exercises. To most people though, they may mean very little at all and few will shed tears over their abolition, scheduled for 2013.

However when a recent article in a health journal asked 'What did PCTs ever do for us' the answer turned out to be a surprise.

To help GPs get to grips with all they are being asked to take over from PCTs under the proposals, we have been compiling lists of all we do – and it runs to more than 200 functions.

In future GPs will have responsibility for finding out what healthcare services communi-



■ BY DR ROBERT STEWART

properly resourced to move into a shadow phase as early as possible, for some it could be from April 2011.

Every time a GP refers a patient for treatment, or writes a prescription, they are in effect 'commissioning' so this is not a new concept to them, but the scale of the new system is bigger and more comprehensive than anything previously experienced.

There has been much talk about the fact that GPs are not number crunchers or management gurus, but the truth is they know only too well that they cannot personally do it all. They are very able people, and probably have a broader focus than some would expect, but nonetheless they recognise they will need support.

Meanwhile we are wasting no time in reducing our management costs, and reviewing our plans for the coming year. We will make sure when we hand over to GPs the finances are in good shape, and that by closely working together there is a smooth transition.

You can be sure that form will follow function – more than 200 in fact – so the future system really is designed around the needs of patients, not around a brick building or a logo.

• Dr Stewart is a medical director and director of clinical commissioning for NHS Eastern and Coastal Kent, and is also a practising GP.

Delivered to your home before Christmas!

UP TO 60% SAVINGS BEAT THE VAT INCREASE

SOFAS & CHAIRS

FURNITURE

RUGS

Collins & Hayes 'Centello' large sofa & armchair in a modern loose cover. was £4385 **NOW £2795** 1 only

Rustic Oak three door sideboard in reclaimed oak. was £1999 **NOW £399** 1 only

Radiant Impressions - 100% wool modern contemporary 330 x 238 was £1249 **NOW £999** 1 only

G.Plan 'Monterey' 3 seat and 2 seat sofa with matching chair in beige velvet fabric. was £3385 **NOW £1995** 1 only

Helsinki 90cm circular glass top dining table with 4 Pipa chairs was £1145 **NOW £599** 1 only

Enigma collection 100% wool (modern designs) Various designs 230 x 160. was £945 **NOW £349**

Natuzzi 'Hannari' large corner sofa with matching recliner chair in button cup leather. was £3674 **NOW £1995** 1 only

Crown Sapphire 4 Drawer divan & mattress 195x190cms was £1139 **NOW £859**

Jack rug - 100% wool union jack 180 x 120 was £295 **NOW £199** 5 only

Celebrity 'Woburn' dual motor Lit & Tilt powered recliner chair in a choice of fabrics. was £1140 **NOW £899**

150x200cms was £1279 **NOW £999**

Splendor - 100% wool soft white shaggy (modern) 213 x 152 was £345 **NOW £160** 3 only

Julie' High back traditional wing chair in a select choice of fabrics. was £1025 **NOW £499** 6 only

Hypnos Adagio zipped and linked sprung edge divan and mattress 180x200cms was £3605 **NOW £2395** 1 only

PLUS MANY MORE - VISIT www.lenleys.co.uk

Tempur Deluxe mattress 150 x 200cms slightly marked. was £2132 **NOW £1305** 1 only

LENLEYS

*Photographs are representative only.

ROPER ROAD, CANTERBURY CT2 7EL www.lenleys.co.uk 01227 766655
FURNITURE • BED • CURTAINS • FLOORING • ACCESSORIES



OPEN DAY

Are you considering a Health & Social Care Apprenticeship to enable you to Earn as You Learn?

With a modern apprenticeship you train whilst you work. This means, as an apprentice, you can get the best of both worlds...gaining further qualifications whilst having a job and getting paid.

MSTRS delivers Apprenticeships in the workplace in Health and Social Care. We assist individuals in finding Apprenticeship vacancies and provide Apprenticeship programmes for those already in work.

The Open Day is an excellent opportunity to come and find out more about an NVQ qualification in Health and Social Care and the apprenticeships that we have on offer for young people residing within the Kent area.

Apprenticeship funding is available, if you are under 19 years of age, completed secondary education and willing to work towards a NVQ Level 2 Apprenticeship qualification in Health & Social Care. We welcome applicants from all age groups. However funding is restricted to apprentices under 19.

The Government – via the Skills Funding Agency - provides funds to cover the training costs of the Apprenticeship.

Interviews and aptitude testing sessions will be held at Job Centres in various locations throughout Kent. If you are interested in attending and would like us to contact you with more information nearer the time, you can send us your details or:

**Please send your CV to Doreen Hughes, Apprenticeship Manager: doreen@manleysummers.com or post to
Manley Summers Training, Axe & Bottle Court, 70 Newcomen Street,
London SE1 1YT. Tel: 020 7407 0015**

Meet your **perfect partner** through your **local** trusted **dating service**

Call FREE: 0800 032 9100 to place your FREE ad now!

Women Seeking

KAREN 51, smoker, many interests, seeks country loving guy, 35-45 who is fun, loving and caring. Tel No: 0906 515 7112 Box No: 382050

LYN young 50yr old lady, divorced, attractive, size 16, black hair, green eyes, no ties, dog, likes walks, meals out, nights in, socialising, seeks gent, 40-55. Tel No: 0906 515 7112 Box No: 350023

BEAUTIFUL slim, Oriental babe, 21, stunning figure, seeks older, solvent gent, 70 plus to spoil and pamper her. Tel No: 0906 515 7112 Box No: 348545

TALL attractive nurse, dark hair, blue eyes looking to meet someone young and fit for off duty fun and friendship. Tel No: 0906 515 7112 Box No: 350719

LOVELY curly, extrovert, green eyed blonde, seeks gorgeous, easygoing, fun male to share cuddles, laughs and TLC. Tel No: 0906 515 7112 Box No: 350697

ATTRACTIVE beautiful, curly blonde beautiful brown eyes, many interests, looking for someone nice to cuddle up on the sofa and share good wine with. Tel No: 0906 515 7112 Box No: 350695

ATTRACTIVE vivacious lady seeks good looking male to share travel, romantic nights out and lots of TLC. Tel No: 0906 515 7112 Box No: 350693

BEAUTIFUL bubbly blue eyed blonde, full of life looking for similar extrovert male to put some fun back in her life. Tel No: 0906 515 7112 Box No: 350725

STUNNING blonde, feels life is for living looking for her Mr Right, 45-55, who can make her feel special. Tel No: 0906 515 7112 Box No: 350723

CURVY blonde, big blue eyes, many interests WLTM genuine male to make her laugh and brighten up her day. Tel No: 0906 515 7112 Box No: 350721

STUNNING slim green eyed blonde, fun to be with, likes nights out, looking for that special someone. Tel No: 0906 515 7112 Box No: 350691

CUTE female, full of fun and always likes to try new things, seeks spontaneous, manly male for fun and laughter. Tel No: 0906 515 7112 Box No: 349029

ATTRACTIVE fit brunette, good fun and down to earth, WLTM funny, romantic guy who knows how to enjoy life. Looks unimportant. Tel No: 0906 515 7112 Box No: 349007

SINGLE mum, 39, likes most things, seeks male with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349999

BLUE eyed, slim single mum, needs help, seeks genuine caring man who wants a challenge. Tel No: 0906 515 7112 Box No: 382030

YOUNG bubbly, bouncy, romantic female, sexy, cool, seeks male for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 349435

SAM attractive, outgoing with blonde spiky hair, green eyes, lonely, romantic and in need of some male company. Age/looks unimportant. Tel No: 0906 515 7112 Box No: 349927

STUNNING brown eyed blonde, funny and vivacious searching for fun and romance with unattached male. ACA. Tel No: 0906 515 7112 Box No: 349035

CHATTY blonde, fun to be around, will try anything once, looking for some serious fun with confident guy. Tel No: 0906 515 7112 Box No: 349923

GILL slim stylish blue eyed blonde loving and caring, WLTM down to earth guy who knows how to treat his lady. Tel No: 0906 515 7112 Box No: 349919

AFFECTIONATE curly green eyed blonde seeking fit active man to share new adventures with. Looks unimportant. Tel No: 0906 515 7112 Box No: 349031

CURVY blonde eyeed blonde who just wants to have a good time with no complications WLTM likeminded guy. Looks unimportant. Tel No: 0906 515 7112 Box No: 347127

STUNNING ex model, curly, long legs tall well built guy relax with. Tel No: 0906 515 7112 Box No: 349005

LOVELY curly blonde, adventurous and feminine seeks intelligent male to share the fun side of life together. Tel No: 0906 515 7112 Box No: 349003

TINY blonde, blue eyes, lovely smile, romantic at heart, seeks really nice manly for romance, possible LTR. Looks unimportant. Tel No: 0906 515 7112 Box No: 347123

ALICE 47, black, seeks older male for love and relationship. Tel No: 0906 515 7112 Box No: 381748

LORRAINE 5ft 8ins, slim, size 10, long dark curly hair, green eyes, likes meals out, pubs, seeks male with GSOH. Tel No: 0906 515 7112 Box No: 348857

SUZANNE 35, beautiful blonde, seeks male for chats and a relaxing glass of wine, anything. ACA, status unimportant. City area. Tel No: 0906 515 7112 Box No: 341379

HAPPY go lucky blue eyed blonde, 38, just wants to make someone happy seeks similar kind male for a loving relationship. Tel No: 0906 515 7112 Box No: 347347

SUE early 60's, black hair, brown eyes, seeks male, 59-63 for fun and friendship. Tel No: 0906 515 7112 Box No: 347345

FEMALE 42, stunning blonde nurse looking to share a bottle of good wine, relax and whatever follows with a tall professional male. Looks unimportant. Tel No: 0906 515 7112 Box No: 347345

PRETTY blonde with lovely green eyes, seeks male for good conversation and companionship. Tel No: 0906 515 7112 Box No: 346807

SHAZ fun and bubbly with auburn hair seeks tall good looking guy for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349899

CAROLE 50, long chestnut hair, attractive, 5ft 4ins, medium build, likes travel, animals, countryside, seeks Scottish male, under 57 with hair. Tel No: 0906 515 7112 Box No: 380448

VERY pretty blue eyed blonde, big blue eyes, looking for some fun, romance and TLC. Tel No: 0906 515 7112 Box No: 349895

FAYE N/S, non drinker, lots of love to give, seeks special, genuine, honest male. Tel No: 0906 515 7112 Box No: 349309

MARGARET 69, 5ft 4ins active, N/S, GSOH, likes keep fit, walks, meals out, nights in, holidays, seeks nice likeminded gent, 65-70 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349085

GORGEOUS tall feminine brunette seeking special, loving much older guy with a passion for life to get together with. Status unimportant. Tel No: 0906 515 7112 Box No: 344393

PROFESSIONAL attractive, friendly, black British female, mid 40's, size 10-12 likes socialising, seeks sincere male of any nationality for LTR. Tel No: 0906 515 7112 Box No: 341125

ATTRACTIVE young at heart professional, no ties seeks attractive male for mutual friendship. Status unimportant. Tel No: 0906 515 7112 Box No: 355886

KAREN 34, leggy blonde, who knows there's more to life than just work! WLTM confident professional male for time off meets in London and fun. Tel No: 0906 515 7112 Box No: 342525

VIVACIOUS brown eyed blonde seeks tall, confident, tactile guy looking for romantic fun. Tel No: 0906 515 7112 Box No: 347125

PATRICIA outgoing, confident, feminine, warm, friendly, smart, good company, attractive, seeks similar male. Tel No: 0906 515 7112 Box No: 381844

WARM caring woman, 59, too good to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 349465

STRAIGHT female, 60-75 seeking male companionship, no complications for fun and socialising, gay man welcome. Tel No: 0906 515 7112 Box No: 341379

PAT 50, black, honest, kind, seeks female for discreet fun times. London. Tel No: 0906 515 7112 Box No: 350541

WHITE English male, 57, N/S, broad shouldered, likes concerts, music, cinema, seeks sensual, intelligent female, 21-45. Tel No: 0906 515 7112 Box No: 350457

COSTA 42, 5ft 11ins, slim, athletic, educated, graduated lawyer, seeks attractive lady, any age for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 350243

LADY 50 plus sought by slim, attractive professional male 45 for discreet relationship. London/Surrey Tel No: 0906 515 7112 Box No: 350219

MALE 59, 5ft 8ins, ex footballer, seeks attractive, slim-medium build female for good times. Eastbourne Tel No: 0906 515 7112 Box No: 382096

ALEX professional black male, 36, likes travel, meals out, museum, theatre, seeks kind lady. Tel No: 0906 515 7112 Box No: 350371

YOUTHFUL male, 49, 5ft 8ins, N/S, white, seeks slim African Princess, 30-45 for fun and laughter maybe more. Tel No: 0906 515 7112 Box No: 350185

WARM caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 344965

MALE 59, 5ft 8ins, ex footballer, seeks attractive, slim-medium build female for good times. Eastbourne Tel No: 0906 515 7112 Box No: 350371

PROFESSIONAL male, 55, slim, 5ft 11ins, divorced, N/S, likes travel, sports, walks, seeks slim, fit, tall, N/S, white, seeks female of similar age. Tel No: 0906 515 7112 Box No: 381886

BARBARA divorced, active, 5ft 7ins, dark hair/eyes, likes cinema, theatre, meals out, holidays, seeks intelligent male with GSOH for friendship, maybe more. Tel No: 0906 515 7112 Box No: 346745

SINGLE male, 60, medium build, kind, caring, GSOH, likes music, walks, places of interest, WLTM lady up to 60. Tel No: 0906 515 7112 Box No: 350043

VOLUPTOUS big hearted young blonde seeks hunky guy who likes body art to make life a bit more interesting. ACA. Tel No: 0906 515 7112 Box No: 347165

BEAUTIFUL tall blonde with a lovely smile seeks tall, well built mature male to share wine, lots of laughter and more. Tel No: 0906 515 7112 Box No: 347163

JAMES late 40's, likes walks, socialising, cinema, meals out, theatre, teetotal, seeks female, 40-50 for friendship, maybe more.

PROFESSIONAL attractive, friendly teacher, 56, likes rock, arts, culture, travel, seeks intelligent, attractive woman, no ties for LTR/marriage. Tel No: 0906 515 7112 Box No: 350545

DOWN to earth female, 5ft 8ins, 42, seeks sincere, honest male. Portsmouth. Tel No: 0906 515 7112 Box No: 348557

CRAIG 25, likes wrestling, theatre, church, socialising, seeks lady, 18-40 preferably ex model for LTR. Redhill Tel No: 0906 515 7112 Box No: 382134

RICHARD 49, 6ft, slim, professional, GSOH, tactile, affectionate, likes most things, seeks slim, affectionate female. Tel No: 0906 515 7112 Box No: 349519

JOHN 5ft 2ins, medium build, likes cereo dancing, walks, meals out, down to earth, seeks slim-medium build female, 45 plus for LTR. Tel No: 0906 515 7112 Box No: 349119

DAVID young intelligent, strong, funny male, 30, black, British African, seeks beautiful female with GSOH to share relationship and fun. Tel No: 0906 515 7112 Box No: 348663

CHARISMATIC creative, intelligent, handsome, quintessentially sex male model/massage therapist, 39, seeks stylish stunning sensual lady. London. Tel No: 0906 515 7112 Box No: 381896

ANDY 42, romantic, loving, attractive, likes nights out, cooking, weekends away, seeks busy female, 32-55 with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349285

PROFESSIONAL affluent executive, 5ft 8ins, N/S, needs to correct work/life balance, seeks lady, 35-45 to share quality time with. Tel No: 0906 515 7112 Box No: 348899

BLACK male, 30, attractive, seeks female, 18-40 slim-medium build for fun and friendship. Tel No: 0906 515 7112 Box No: 349267

ACTOR 5ft 10ins, strong build, likes theatre, music, comedy, politics, seeks intelligent, attractive female, 30-45 with GSOH. Tel No: 0906 515 7112 Box No: 349871

PAUL 44, 5ft 7ins, outgoing, caring, smoker, seeks slim, outgoing, fun girl, 30-45 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349313

MATURE attractive, fit, male, 45-65, all action, seeks similar open lady, 45-65 for good times. Eastbourne Tel No: 0906 515 7112 Box No: 350579

GENUINE young 60yr old, neglected, lonely, seeks nice lady for fun and friendship. Tel No: 0906 515 7112 Box No: 350583

SUSSEX male, 45, trusting, presentable, seeks female, 40-50 faithful and kind, believes that romance is not dead. Tel No: 0906 515 7112 Box No: 381884

WIDOWER 66, tall, likes sports, meals out, walks, seeks attractive female of similar age for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349581

PAUL 44, easygoing, seeks attractive, likes conversation, wine, sunshine, seeks female with similar interests. Tel No: 0906 515 7112 Box No: 381840

WIDOWER 68, 6ft tall, grey hair, N/S, likes sport, music, theatre, seeks attractive N/S female, 60-66 for LTR. Eastbourne. Tel No: 0906 515 7112 Box No: 323687

ROMANTIC good looking male, early 50's, many interests, seeks tall, black lady for friendship. Tel No: 0906 515 7112 Box No: 381418



Men Seeking

HONEST reliable, handsome, black male, 47, affectionate, seeks mature, trendy, white female, 42-62 for going out, laughter and life. Tel No: 0906 515 7112 Box No: 350563

LEO passionate, uninhibited, medium build, caring, mature, semi retired, N/S, easygoing, OHAC, GSOS, seeks similar petite lady. Tel No: 0906 515 7112 Box No: 349981

6FT male, 5ft, dark hair, blue eyes, slim, athletic, outgoing, likes clubs, bars, sports, gym, seeks female for fun and friendship, maybe more. Tel No: 0906 515 7112 Box No: 381962

CHARISMATIC creative, intelligent, handsome, quintessentially sex male model/massage therapist, 39, seeks stylish stunning sensual lady. London. Tel No: 0906 515 7112 Box No: 381896

ATTRACTIVE caring male, 36, likes most things, meals out, cinema, walks, nights in, seeks nice lady, 20-40 for good times. Eastbourne Tel No: 0906 515 7112 Box No: 350579

DO you fancy a real sexy man, Duracell type to make your dreams come true. Me 55, you 48 plus. Tel No: 0906 515 7112 Box No: 350583

EXCITING 55yr old pleasant male, all action, seeks similar open lady, 45-65 for good times. Eastbourne Tel No: 0906 515 7112 Box No: 350579

MATURE attractive, fit, male, 45, seeking similar open lady, 45-65 for good times. Eastbourne Tel No: 0906 515 7112 Box No: 349805

WIDOWER 66, tall, likes sports, meals out, walks, seeks attractive female of similar age for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349581

NICE male, late 50's, tall, blue eyes, dark hair, likes nights out, pub, clubs, seeks slim, fit, likes boats, cars, outdoors, seeks female, late 50's for 1-2-1. Tel No: 0906 515 7112 Box No: 381886

TALL athletic 30yr old male, seeking female, size 16 plus for fun, leading to relationship. Tel No: 0906 515 7112 Box No: 349107

SEEKING special female, 36-46 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 350315

CUSTOMER SUPPORT Call 0844 800 1188 Mon - Fri 9am to 5pm or alternatively, you can email us at support@jmediauk.co.uk support@jmediauk.co.uk

mydate24

If you're looking for Fun Call 0906 515 7118*

If you would rather send a text message to the advertiser and the advert has a  symbol next to it you can. Simply text KOS followed by the box number of the advertiser you wish to respond to and your message and send it to 78805. EG KOS (space) 123456 (space) HI saw your ad would like 2 know more ... then send to 78805.

If you're looking for Fun Call 0906 515 7118*

It's simple we will tell you what to do. You are 6 times more likely to receive replies if you have a photo! Simply text your solo photo along with your 6 digit mailbox number (space) 4 digit pin number under your photo, to 0779 366 6363. Or email it to: support@jmediauk.co.uk with your Mailbox & pin number.

For message collection just call 0906 515 7112

18+ ONLY. CALL CHARGES: 09065 calls cost £1.50 per min from a BT Landline. Other Networks will vary and calls from mobiles will cost considerably more. 033 calls: Standard network charges apply. TEXT SERVICES: To receive photos from 88833 (£1.50 per photo) your mobile must be MMS/WAP compatible, if not contact your Network Provider. Reply by text to 78805 (£1.50 per msg sent). A minimum of six messages are checked and passed for safety sake before a user verified users may pass contact details. Max 150 characters per message. Text alerts are charged at £1.00 per week (2 x 50p billed msgs). To unsubscribe to text alerts text DATING STOP to 63333. To cancel free match alerts, text STOP to 07781474042. For full T&Cs go to www.localdates-terms.co.uk. SMS Text Chat services: 65125/88300. After registration You will be sent 3 chat mesg at a cost of £1.50 per mesg then all subsequent mesg received will be charged at £1.50/mesg. Mesg are FREE. 88300 PicChat/Easy Chat/Fast Chat: You will be sent a MMS with 3 photos at a cost of £1.50 per photo. Subsequent mesg charged at £1.50 per mesg. Chat services are moderated services with real users and operators. Users must have the biller's permission to use the service. To STOP from services text STOP to the short code. Dating Service provided by JMedia UK PO Box 56394, SE1 0WT, 0844 800 1188. We will collect the details you provide and may send you details of other services and events operated by us. Adverts may appear in other publications in the area. WC281010

Free entry into fifth AVA art fair

GODINTON House will be holding the fifth art fair run by Ashford Visual Arts next month.

The exhibition will be in the historical setting of the Old Billiard Room and the Great Ancient Hall at the manor.

There will be a whole variety of works from jewellery, textiles, pottery, sculpture and painting of various styles.

Nick Sandford, the manager at Godinton House, said: "The AVA always put on a good show catering for all tastes and budgets, entrance is free and there are always some artists on hand to discuss their work."

The exhibition runs from Friday, November 26 to Sunday, November 28.

It opens at 11am and closes at 4pm.

Companies push pedals in challenge

A THREE-week cycle challenge has seen organisations in Ashford clock up over 12,991 miles.

The Active Ashford Cycle Challenge saw more than 390 people from 52 organisations getting on their bikes.

Challenge co-ordinator, Spencer Morgan, said: "When people get back on a bike and they experience what it's actually like to cycle, they realise it isn't hard or scary but it's actually fun and easy. It's very encouraging that so many people in Ashford have been inspired to cycle for the challenge. If more people start cycling it has great health and cost benefits for the individual, but also helps to reduce congestion and pollution for all of us."

Farmers' fury over Chinese lantern danger

FARMERS in the area are urging people not to use Chinese lanterns this Bonfire night.

Not only are they a fire risk they also pose a hazard to livestock in the fields.

John Palmer found one of the lanterns on his farm in Egerton this summer. He said: "When I found it was in amongst the cattle. They were in-calf heifers and they were licking it."

It annoys me that people can let off these things and let them land in someone's property sometimes while they are still alight. If the cat had eaten it the wire could have got into their gut and killed them."

Mr Palmer said because of the cow's natural curiosity it was very possible for the animals to swallow the lanterns.

The NFU says the wire and bamboo used to make up the frames can also be caught up in silage and hay eaten by the animals long after the paper has disintegrated. The wire can also get tangled around the animal's feet or become embedded in its skin.

Nick von Westenholz from the National

■ BY ED HILL

Farmers Union said: "Even though the fire risk is reduced at this time of year, lanterns continue to pose a risk to livestock when fallen lanterns go undetected. They also pose a huge litter nuisance, and dozens of these large, unsightly objects are often found spread over a wide area of countryside the day after a local celebration or party."

The Department for Rural Affairs now says it is going to examine the amount of damage caused by the lanterns in crop fires and livestock deaths.

The small hot air balloons can reach heights of 1,200ft and float for several miles before coming back down to earth.

Mr Palmer said: "There are lots of places where they have set corn alight and there is no way you can trace where people have let them off from. If I lose one of my dairy cows because of it that is £2,000 lost and there is no way I can get compensation."

Many farmers in the area are finding the



UP, UP AND AWAY: Farmers are complaining about Chinese lanterns being hazardous to livestock in fields

lanterns, which can be bought at petrol stations, and are let off as a form of good luck charm in China.

Mr Palmer said: "One farmer nearby said he found 15 in his corn field when he was combine harvesting. It's totally irresponsible. Would people let them go off in their own home? These pose a serious risk to people's property. I have to carry out risk assessments for everything I do on the farm but people are just allowed to get away with letting these things off."

The NFU has also teamed up with the Maritime and Coastal Agency in the warning about the lanterns because of the number of false alarms they cause for the coastguard when mistaken as emergency flares.



Access to a new kind of 5-day membership from only £1000 at Chart Hills Golf Club?

*Access is an opportunity for you to play as a five day member of Chart Hills for 6 months before you commit to full membership meaning you are able to test the water before you take the plunge. If, within 6 months you decide to become a full member, your Access investment will be deducted in full against your joining fee.

And, as part of Leaderboard Golf you can play any of our other world class courses such as The Oxfordshire, Dale Hill and Sandford Springs.

Call now on 01580 292222 for more details about Access to Chart Hills

Chart Hills Golf Club, Weeks Lane, Biddenden, Kent TN 278JX.

T: +44(0)1580292222 E: info@charthills.co.uk W: www.charthills.co.uk

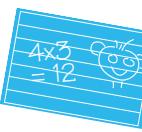
 **leaderboard**

OWNERS OF FINE GOLF COURSES

* Terms and conditions apply



yourashfordschools



BREAK TIME

Places available at 2011 music school

APPLICATION forms are now available for Kent Music's Annual Summer School in 2011.

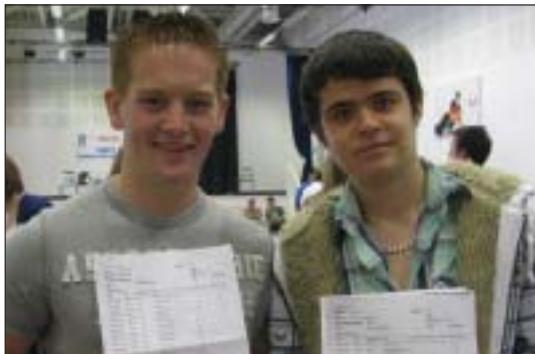
The event at Benenden School takes place from July 7 to 25.

The music school is made up of a series of courses for those aged eight and 19 and are designed to develop a student's musical skills through ensemble playing and singing. Courses include singing, recorder, jazz, strings, orchestras and wind bands.

The courses are aimed at children of all musical ability and each has a public concert at the end for friends and family.

Places are strictly limited so early booking is advised and all forms must be returned by Friday, February 25.

Download application forms and course details at Kent Music's website, www.kent-music.com.



RIGHT RESULT: Max Rose and Jack Brooks were among the happy students from the North School who celebrated gaining their above-average results this summer

Schools rise to challenge as exam results beat average

LATEST figures from the Department of Education have shown that GCSE results this year in Kent were above the national average, higher than originally thought.

The figures reveal 78.6 per cent of students gained five A* to C grades, up from 2009's 73 per cent and 1.1 per cent higher than originally shown, just after students picked up their results in August.

In the summer, nearly 100 per cent of pupils at Ashford's two grammar schools, The Norton Knatchbull Boys and Highworth Girls, achieved five A* to C passes. At Christ Church School (now the John Wallis Academy) A* to C results were up 31 per cent. Both at the North

■ BY ED HILL

School and Towers School around 40 per cent of students were achieving five A* to C passes, including English and maths.

The countywide statistics show 78.6 per cent of this summer's students gained five GCSEs. This is above the 74.8 per cent average for England.

The final school-by-school results will be available in the New Year.

Sarah Hohler, KCC cabinet member for children, families and education, said: "This latest set of provisional figures is a good sign. Kent is doing well and is above the national average for GCSE results, which have increased by more than 15 per cent in just four years. Kent students have done very well. I hope they

have moved into to further education, vocational courses or employment.

"This shows all of the county's schools are challenging their students so each and everyone reaches their full potential.

"The schools that are in the National Challenge have also contributed to this fantastic overall result. There has been a huge amount of work going on at these schools. Each school has its own advisor to provide support and these results show we are moving in the right direction.

"We will do everything to make sure these schools can leave the programme behind next year."

Under the National Challenge, 31 schools in Kent were asked to have at least 30 per cent of students achieve five A to C passes, including English and maths, by 2011. So far, 27 have now hit the benchmark.

Tower fireworks for Air Ambulance

THE Towers School will be holding its annual bonfire night celebration tomorrow.

As in previous years, the night is run in aid of the Kent Air Ambulance.

As well as the firework display, there will be food, games and other rides. There will be toffee apples and candyfloss for sweet-toothed youngsters.

Gates open at 5.30pm with the display starting at 7pm (prompt). Entry at the gates is £3 per person or £10 for a family ticket (two adults, two children).

SEND your schools news and pictures to yourashford@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk

Open Morning

Saturday 13th November 2010

developing confidence and individual talents

Three grade A reasons to choose Dover College

Affordable

Day fees from just £1,980 (ages 3 and 4) to £3,450 per term (ages 11 and 12).

Academic

Small class sizes, focus on individual talents, 87% A* - C Grade GCSE pass rate, 100% A Level pass rate.

Action packed curriculum

Including music, sports and drama from 3 years old.

Come and meet the Headmaster and staff. Get a taste of our pupils' school life whilst touring the beautiful grounds and observing some lessons.

Some places are available in some year groups

www.dovercollege.org.uk

To attend the Open Morning or obtain a prospectus, please contact:

DOVER COLLEGE IS A CO-EDUCATIONAL AND INDEPENDENT DAY & BOARDING SCHOOL FOR PUPILS AGED 3-18



Dover College,
Effingham Crescent,
Dover, Kent CT17 9RH
T: 01304 244506
E: admissions@dovercollege.org.uk
www.dovercollege.org.uk



For all your
servicing
needs visit
**yourlocal
professionals**

Page 61





move 'n' smooth

Pedal Your Way to 5-a-Day

Move 'n'smooth is an exciting and unique tool for promoting healthy eating and physical activity.

Working within the Healthy Schools Curriculum, pupils have a memorable experience learning different ways to eat more fruit and vegetables and to get more exercise.

Our exciting workshops developed in consultation with a panel of health and education professionals, including an expert in nutrition, consist of interactive presentations which are individually tailored to the needs of each class and age range from reception to university students. They contain information on nutrition, exercise, and hydration and conclude with each pupil having the opportunity to pedal a healthy, fresh fruit smoothie on our amazing human powered smoothie-bikes.

It's fun; it's green and very memorable.

Book us now and let us support your healthy, scientific or environmental programmes.

change 4 life
NHS
Eastern and Coastal Kent



For more information
go to our website
www.movensmooth.com
or give us a call on
07918 166947



Insert your leaflet or brochure into any of our publications...



...various options available,
please ring for details.



Award Winning Company

Barbara Coker on 01303 817072



3 for 2 OFFER

Suit counts as one item
Cheapest item cleaned free of charge

LOYALTY CARD

Have your garments cleaned
10 times and get 50% off

Laundry & Ironing Service
Duvets/Rugs/Curtains
Alterations/DIY Carpet Cleaner Hire

67 Faversham Road, Kennington TN24 9DD www.1stchoicedrycleaners.co.uk

also
CARPET CLEANING



Fully Professional
Carpet Cleaning
We visit you
and
do all the work

01233 637320

MID SEASON SALE

25,000 SQUARE FEET OF CLASSIC AND CONTEMPORARY FURNITURE FOR YOUR HOME



Firenza
3 seat sofa
Usual Price £895
**Mid Season
Sale Price
£699**



Wyoming
3 seat sofa
Usual Price £799
**Mid Season
Sale Price
£645**



Settle
Dining table
Usual Price £625
**Mid Season
Sale Price
£499**

All offers subject to being unsold - Pictures are for illustration purposes only - Free easy parking - *Free delivery *Restrictions apply

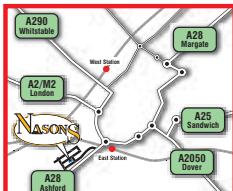
Now open in store

THE RUGHOUSE



Nasons Furniture and Bed Centre

Maynard Road, Wincheap Estate, Canterbury
01227 463550 www.nasons.co.uk
Open Mon - Sat 9am - 5.30pm Sundays 10am - 4pm



KOSmedia

BUSINESS WEEK Live



Conference Programme



Lord Michael Howard



Tim Allen
MJ Allen



Phil Beavan
Innovation & Growth Team



Elizabeth Dolding
Warners Solicitors



Johnnie Jensen
Tmandi



Dan Maudhub
Wonderful Creative Agency



Simon Brown
Coca Cola



Neil Annis
ThinkGap



Ben Edwards
Page Suite

Opening Address: 9.00 – 9.20

Lord Michael Howard, Baron Howard of Lympne
Paul Stannard, MD, ARCHANT KOS MEDIA

Session 1. 9.30 – 10.00

Winning business from the public sector TODAY Panel discussion

In the wake of the comprehensive spending review, many businesses will have to review the way in which they trade with the public sector. Public sector procurement covers everything from multi-billion pound orders for aircraft carriers down to contracts to clean the windows of local schools or supply flowers to the town hall. Every government department, local authority, LEA and health trust has its procurement officers and each has its own buying requirements.

Panel members: Tim Allen, Group Managing Director, MJ Allen
Martin Wragg, Defence Suppliers Service, MOD
Jeff Alexander, Head of External Affairs, South East Region, EEF

Session 2. 10.15 – 10.45

Readying investment... how to catch your dragon

Many people have some great ideas; however, translating them into a tangible prospect for business and investors is not always so easy. Come along and hear how to attract and secure equity investment into your business... the do's and don'ts, rights and wrongs... and how to spectacularly cock it up.

Speakers: Phil Beavan, Portfolio Director, Innovation & Growth Team
Elizabeth Dolding, Partner, Warners Solicitors

Session 3. 11.00 – 11.30

Digital Revolution: What's in it for business?

Apps, stats, video, mobile technology, the web – what does it all mean for business? How can we be a part of the digital revolution and what are the implications for businesses. Come and hear from a leading expert, who has over 10 years of experience in this area, as well as working for leading companies such as Lycos Europe.

Speaker: Johnnie Jensen, Success Engineer, Tmandi

Session 4. 11.45 – 12.15

Tweet, greet and network... is social media like Twitter, Facebook and LinkedIn worth the investment?

Despite the tremendous growth of business presences on social media sites, such as Facebook, LinkedIn, Twitter etc, there are still many misconceptions about how best to use it. Come and hear from an expert, with many years of experience in this area and dispel some of the myths.

Get advice about spending time up front doing analysis, research, goal setting and how having a strategy will make a social media plan easy to execute.

Speaker: Dan Maudhub, Managing Director, Wonderful Creative Agency

Session 5. 1.00 - 1.30

Win the war for talent – getting the best staff

Despite the prospect of job cuts and redundancies, many sectors are struggling with a real shortage of skilled staff. With the green shoots of economic recovery starting to appear, businesses will have to work harder than ever to retain talent, and understand the best way to recruit such staff initially. Come and hear from a leading HR expert, who will offer businesses tips and hints on how to achieve this.

Speaker: Simon Brown, HR Transformation Deployment Director, Coca Cola Company

Session 6. 1.45 - 2.15

Manage and inspire... it doesn't have to be a secret

Books and courses are not a panacea to good management, nor do they guarantee that people will be able to put the theory into practice. Come and hear from a motivational speaker, who has over 20 years experience in operational management, sales, change management, training & coaching, personal and organizational development.

Speaker: Neil Annis, Managing Partner, ThinkGap

FREE ACCESS TO £2,500+
WORTH OF TRAINING

Session 7. 2.30 - 3.00

Global brand marketing strategies for local businesses

Discover a world of multi-channel marketing opportunities and learn how big global brands maximise mobile apps, digital, print, social networking and PR as interconnected revenue generators. We showcase how local companies can create their own revenue and brand success through a strategic multi-channel campaign, quickly, efficiently and effectively.

Speaker: Ben Edwards, Marketing Manager, Page Suite

Session 8. 3.15 - 3.45

The Big Debate – what will be the role of business in the Big Society?

David Cameron launched the 'Big Society' to empower communities and said that groups should be able to run post offices, libraries, transport services and shape housing projects. What are the implications of this for businesses and how can they be involved? Come and join a panel session with leading experts from business and social enterprise to hear what they think the future landscape may look like.

Celia Richardson, Director of Communications, Social Enterprise Coalition
Johnnie Jenson, Success Engineer, Tmandi
Clive Relf, Senior Business and Tax Partner, Reeves & Co LLP
Desmond High, Director, EMC Management Consultants Ltd
Roger House, Regional Chair of the Federation of Small Businesses

Panel members:

Speakers' Corner



SMART marketing and funding can turn a good idea into a profitable business, says an industry expert.

Phil Beavan, portfolio director for the Innovation and Growth Team, said too much focus is often put on a product without enough thought about how to bring in investment.

The straight-talking business guru will address Business Week Live delegates on 'Investment ready – how to catch your dragon'.

"You have to make sure the product is financially ready, that there will be high growth and a good exit route," he said.

"People have to make sure they are investment ready. There have been real horror stories where people have got a great product, but spend so much time focusing on that that they get nowhere and have lost a lot of money."

Mr Beavan said since he started with the Government-funded Kent and Medway Innovation and Growth Team in March, he has raised just over £500,000 in investment for businesses.



BUZZ words are out and straight-talking in says motivational speaker Neil Annis.

The Kent-based business expert will tell Business Week Live delegates in on 'The Secret of being an Inspirational Manager'.

"I'm going to talk to people about how to get the best from themselves and how to adapt as a

manager to keep staff motivated," he said.

"This is not about buzz words and hype – I really don't like that – this is about tips and advice that can be easily translated in any organisation.

"People need to be able to implement knowledge, skills and ideas into the workplace to run a successful business."



FACEBOOK, Twitter and other social networking websites have levelled the playing field between large and small businesses, says digital marketing specialist Jonnie Jensen.

Mr Jensen's Tmandi firm works with other companies to help them improve their internet search ranking and teach them how to make the best use of modern technology – a must in business today he says.

He will talk about 'The Digital Revolution' at Business Week Live: "The digital revolution has enabled businesses of all sizes to compete against one another. In the earlier days of the internet it was all about who had the most money to spend. A classic example would be companies from the insurance sector buying the most expensive keywords so customers would always come to their sites first on search engines like Google.

"But now the use of social media like blogs and forums has brought us right back to what was the original measure of a successful business, and that was representation.

"I'm keen to point out to small and medium-sized firms that there's never been a better opportunity for them to succeed. All it really takes is a creative mind and a commitment to reach the top."



PRIVATE sector firms should be pulling out all the stops to capitalise on the outsourcing of public sector contracts, says engineering boss Tim Allen.

Mr Allen – the group MD of the Ashford-based MJ Allen Group – is taking part in a panel discussion on the subject at Business Week Live:

"Although there will be lots of cutbacks, the public spend is still large and there's still work to get. And with more outsourcing away from public control, there's a great opportunity for private companies to make the best of it. "But there's no substitute for getting out there, knocking on people's doors and letting everyone know what you do."

Which makes Business Week Live a 'must' event, he said: "It's all about meeting as many new people as possible."

Register now for FREE tickets www.businessweeklive.co.uk

KEY PARTNERS

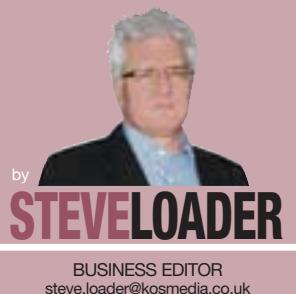


Calling all Business Owners, Managers & Entrepreneurs

...to the *essential* B2B exhibition & conference

Kent Showground, Detling Wednesday, 10th November 2010, 9.00am - 4.00pm

Why Businesses Should Attend



BUSINESS EDITOR
steve.loader@kosmedia.co.uk

Business Week Live makes its debut on Wednesday November 10 – exactly three weeks after the Government's Comprehensive Spending Review.

We all knew the CSR would be a bitter pill to swallow – we hope and pray it will do good even though it tastes foul at the moment.

I know many businesses had been holding off making their plans for 2011 because they wanted to hear what Chancellor Osborne had in mind.

Now they know, they need to move fast to get those crucial plans in place for what will be a pivotal year for them and the country.

And I'm happy that Business Week Live can deliver solid foundations upon which to build

or re-build rather than an exercise in tracing pretty patterns.

Instead of token celebrity speakers which, as a scribe I would welcome for the anecdotes and column inches they deliver, there is a roster of experienced industry experts discussing issues facing us all today at Business Week Live who can send delegates away with more than a few top tips that may rescue and re-energise their business.

There are a few stands remaining so companies need to move fast to secure one.

Entry is free of course, but some proprietors and managers may question whether they can afford time to attend; I would ask 'Can you afford not to?' when there is so much free advice and expertise on offer. Plus £2,500+ worth of training access from one speaker alone.

An hour or two spent here is far more valuable if it saves your company, staff and jobs – and the latter means prosperity for us all.

Take out insurance for your business - get yourself registered at www.businessweeklive.co.uk.

Exhibitor List

ADM Computing
All Health Matters Ltd
Archant KOS Media
Asbestos First
Baybuk
Belmont Insurance
BIG
Brachers
Bradbourne House
BT Local Business
Buckmore Park Karting Ltd
Business Computer Solutions
Business Flow UK
Business Link SE
Business Week
Channel Chamber of Commerce
Charity Bank
Chart Hills Golf Club
Circatron
Claws & Jaws
Clean Tech
Comcheck Systems Ltd
Complete Ice Control
Core Financial Services
Credo IT & CRB Checks
Desibox
Dickens World
Dodds PC Repairs
East Malling Conference Centre
Ecotricity
Federation of Small Business
Future Creative
GCL Ltd
GradsKent Project
HMRC
IMM-PR
Innovation & Growth
Intellectual Property Office
IPS International
Jewelrama Ltd
Judd Associates
KCC (South East Business Carbon Hub)
Kent Business School
Kent Cleaning Solutions
Kent F.A.
Kent Invicta Chamber of Commerce
Kent Office Solutions
Kent Science Park
Kinnarps

KPS Business Solutions
Leaf Hotels
Lloyds TSB
London Golf Club
M J Allen
Managed Service Centre
Manston Airport
Matt Hopkins Print & Web Design Services
McCabe Ford Williams
Medway Fibreglass
Medway Safety Ltd
Mid Kent College
NatWest
Netsite
Newt Technology Ltd
Oxygen Electric Cargo Scooters
Pagesuite
Peek Consultancy
Platinum Property Services
Principal Corporation-Business Solutions
Print Big
Pxl Pig Studios
Smart Opportunities
So Magazine
Sustainable Marketing
Swale Skills Centre
Thanet & Dover Chamber of Commerce
The Kent Foundation
The Partnership
Transmarche Enterprise Network
Trax UK Ltd
University of Greenwich
uTargeting
Village Hotels
Voluntary Action Within Kent
Warners Solicitors
WCAFI
Wilkins Kennedy
Whitehead Monckton
Wildthing Wildlife Consultants

LAST FEW STANDS REMAINING
TEL: 01303 817040

FREE Business Clinics & Workshops



Come and have a FREE 30 minute consultation with Kent Business School!

This is an exclusive show offer to business people attending the event, who can book a 30 minute slot with our MBA team.

Each of our teams will consist of MBA Students, Alumni and Academics, with an extensive range of industry experience in a variety of sectors.

On average, our MBA students have 10 years management and International experience. The session will enable companies to come and discuss ideas, issues and generally brain storm with qualified business experts from all industries and age groups.

Sessions are free throughout the day, however numbers are limited so book your place early by emailing s.blanchard@kent.ac.uk



"Is Creativity Good Business?"

45 minute Interactive seminar exploring the role of creativity within business.

Includes 15 Minutes FREE one to one consultation time.

- What are the benefits for organisations that encourage creativity in the work place
- How can creative approaches to thinking and solution finding help develop successful businesses
- Participants will have the opportunity to contribute and assess their own business needs and explore possible bespoke creative training solutions in conjunction with the Future Creative team.

Workshop starts at 10.45am
Book by email: info@future-creative.org
or telephone 0845 200 4628



HM Revenue & Customs

FREE tax advice from your local HM Revenue & Customs Business Support Team!

A dedicated team will be available during the show, to provide tax help and advice to businesses, employers and the self employed. They will be able to help with your questions about Self Assessment, PAYE, Employers returns, National Insurance, and VAT.

Throughout the year, the team also run a regular series of FREE workshops, presentations, and business advice days. Come and find out more about what is being held in your local area.

Come and talk to our Business Advisors today to find out more and receive FREE help and advice about your tax and VAT.

Free advice sessions throughout the day, no need to book, just turn up.



Expert HR advice from a Leading HR Consultancy Team

Insight HR can provide you with advice on a range of topics including employment law, operational HR issues, organisational change, TUPE, pay and reward, employee development and corporate strategy. We are also able to provide you with information on retained and outsourced HR support, as well as interim placement and recruitment services.

Insight HR is an established and respected HR and management consultancy, specialising in the provision of effective and innovative HR solutions. We deliver a range of highly professional and tailored services to meet the varied needs of our clients.

Free advice sessions throughout the day, no need to book, just turn up.

SUPPORTERS



ORGANISERS



your letters

YOUR LETTERS



Germans must come to our station

I hope Deutsche Bahn can be persuaded to bring their trains to Ashford. Eurostar has had it too easy for too long, with predictable results – the customers suffer.

It is time they had their effective monopoly on the Channel Tunnel challenged, and from what I've read of this German train company, they seemed to be well placed to give Eurostar more than a run for its money.

Competition is always good for consumers, and with a bit of luck both companies will be forced to price their tickets more aggressively.

But of course, this is only going to benefit Ashford if the trains actually stop here.

I've read numerous local stories about companies relocating in Ashford because of the connections, and this is of course a brilliant thing.

It means there is definitely the demand out there... if the services are provided then businesses, and then tourists and day-trippers will take advantage of them.

It would be a shame to limit this exciting new service to London stations, and I'm glad business leaders have come together to push for German train services in Ashford.

As the relocations have already shown, it would be of huge benefit to the town and is really an opportunity too good to pass up.

I wonder what else can be done to encourage it? Is MP Damian Green involved? He should be, given the vital importance to local businesses and therefore employment in the tough times ahead.

James Bellis,
South Ashford

Emergency services don't deserve pay rises

If the coalition is serious about fairness to taxpayers, it would veto any pay rise for firefighters, policemen and ambulance crews.

I listened carefully to news about how firefighters delayed entering the tube saying they were afraid another bomb would go off, they are certainly not all angels.

Emergency services require courage of course, I believe privileges



yourblogger

Chilmington Green resident Ralph Carpenter says enough already with all the houses

I DON'T suppose I was the only person in Ashford to blanch on reading the news on February 5, 2003, "30,000 new homes on horizon for Ashford"

Apparently John Prescott had "lit the blue touch paper" under growth plans. Damian Green is quoted as saying, "If John Prescott is serious about sustainable development, he should not be proposing the scale and speed of growth that he is". But Ashford Borough Council signed up because Prezza's threatened to come and sit on them if they didn't.

Years have passed since then. Prezza is out of Government and has gone to Hull (only needs one vowel change). New Labour are out of Government. The coalition have ripped up the South East Development Plan and consigned Prezza's grand design to the bin. Or so we thought.

Amazingly the Conservative Cabal that runs Ashford is pressing full steam ahead. And, with the new "localism", it really is their own decision.

OK, there are some concessions. High density is no longer in vogue. Ashford's planners now say, "There is a clear quality agenda here, reacting to some of the inappropriate development that has taken place in recent years and led in particular to cramped living environments that have created real problems for residents". Translation: "we screwed up in the recent past but we'll do better next time". Yeah!

If there is a story in your area you think we should be covering contact the news editor, Gareth Arnold, on 01303 817025 or email him on the details above. If you want to be the next Ashford blogger then all you have to do is submit an article to us (of around 550 words) and email it to the editor. And don't forget, for all the latest news and video from your town log-on to www.yourashford.co.uk.



have to be earned and not be granted on demand. None are indispensable in the short or long term.

Among my friends and neighbours families are firemen who all have lucrative second incomes from cash-businesses.

Is it their second incomes they want to preserve and walk away with a £10K annual pay rise each as well? Is that not as unfair as inflated housing benefits of over £21K per year that are being tackled?

A decline in standards of service owing to lack of commitment by the workers as well as their bosses is evident throughout state-employees, who are accustomed to getting undeserved bonuses and rewards for failure and fixed targets.

It will get worse because among the self-employed and younger people an attitude of "I would do exactly the same if I could get away it" exists.

Has tacit acceptance of corruption, sleaze and cover-ups become the norm? Casual staff are suffering increasing hardship from job and



LETTERS: Please send your letters to us at Yourashford, Apple Barn, Smeeth, Ashford, Kent TN25 6SS



TEXT: Why not text your view/letter/comment for Yourashford to 81800 text ASH followed by a space your name and your view/letter/comment. Messages cost 25p plus standard network charges. Service provided by g8wave London N7.



EMAIL: Email us your letters to us at yourashford@kosmedia.co.uk



longer than ever, but please spare a thought for the animals and birds who are terrified by the deafening crashes.

Traumatised dogs are rushed to vets for emergency treatment; sheep can spontaneously abort; horses gallop into fences; and rabbits have been known to die from the shock.

Animal Aid believes that – for the sake of all animals – fireworks should be sold only to organisers of public events and not to individuals wishing to set them off in their gardens or in the street.

A ban on sales to the general public would also prevent the terrible cruelties reported every year of vicious individuals deliberately harming animals by tying fireworks to them.

And for anyone who cares for animals, please keep cats and dogs indoors from the afternoon onwards and bring rabbits and guinea pigs inside as well (or at least cover their home with a thick blanket to muffle the noise).

Also, be sure to check that hedgehogs and other wild animals have not made a home in your bonfire before you light it.

Ashley Owen
Animal Aid, The Old Chapel,
Bradford Street, Tonbridge

Science fiction is brought to life

A new TV film version of HG Wells' First Men in the Moon, which he wrote and published during his early days in Sandgate, near Folkestone, in 1901, was shown last month.

The book is set in a cottage near the Military Canal by Lympne Ridge and was a follow up science fiction work to Wells' The Time Machine (1895); which also helped inspire the Doctor Who series; The Invisible Man (1897), and The Sleeper Awakes (1899).

It features two protagonists Bedford and Cavor, the latter of which 'invents' a form of anti-gravity paint which he then coats on a sphere.

This takes them to the Moon where they find it already occupied, by a race of insectoids...

There is also a new 3D cinema version of First Men..., which features Mark Gatiss, and it is hoped will be released fairly soon.

The previous film adaptation was in 1964 and starred Lionel Jeffries.

There was also a 1919 silent film of First Men which is now considered lost, but the British Film Institute recently included it on a search list in case someone still has a copy somewhere.

housing insecurity. My message to the state sector is welcome to our world.

Name and address supplied

These heroes face death every day

What a disgraceful and disgusting blog by someone who clearly writes to throw up controversy.

There could have been any number of operational or personal reasons the emergency services didn't approach the scene straight away, not least I'd imagine, that they have their own families to think of.

I'd love for this blogger to meet a member of the emergency services who face death every day in one way or another and see how they feel about this blog.

Richard Harrop, by email

I'm certain your blogger is mistaken

I find it hard to believe that professional, trained emergency services would hang back from helping others because of fears for their own safety.

We depend on these undoubtedly brave people to help us in times like this and I am stunned at the thought they would make people wait in pain, bewilderment and fear while they made absolutely certain that it was safe to go in.

Undoubtedly, senior officers need to

protect their men, but that should involve a quick and professional assessment of the immediate circumstances, not the long-winded period of prevarication that seems to have been the case here.

Malcolm Triggs, by email

Discrimination is totally unacceptable

Discrimination laws; the title would make one think they are supposed to bring equality for all, in all walks of life, when in fact it so often means that discrimination is enshrined in law to work against certain classes of people.

Reading in last week's article that the police admitted they usually send more "flash motors" to gypsy sites when they have to make an arrest, as the gypsies do not like being taken away in normal patrol cars. Is this not discriminating against the normal non-gypsy population?

I suppose the excuse will be that it is 'positive' discrimination, so that makes it acceptable.

But it is not acceptable to those who are being discriminated against!

Terry Hudson, by email

Spare a thought for the scared animals

With the Hindu festival of Diwali and Bonfire Night approaching, the fireworks season seems to go on

Ray Duff
By email

Media boss treks ancient Peru to aid kids' charities

■ BY NICK AMES AND KATY LITTLE

NEWSPAPER boss Paul Stannard took time out from making boardroom decisions to see what life is like in one of the most remote and historic places on earth.

As part of a drive to raise funds for Dave Lee's Happy Holidays and children's hospice Demelza House, he trekked through the rainforest of Peru, along mountain trails, across wide rivers and lakes before ending up in the fabled lost city of the Incas – Machu Picchu.

On the way, he encountered piranhas, tarantulas, battled altitude sickness and witnessed the ravages of a jungle storm.

"Children's charities in Kent are something KOS has been involved with for six years and I felt it was time I did something myself," said Mr Stannard, part of a group of 14 trekkers.

The trip followed the ancient trail of the Incas and at one point the group found themselves on a rickety structure erected 200ft up, looking down on the canopy of the rainforest.

The group were shown an insect which can

stun a tarantula before laying its eggs in the deadly spider, and at night listened in tents to the sounds of the jungle creatures.

One of the main dangers of trekking in the Peruvian rainforest at altitude is fierce thunderstorms.

"The weather can change so quickly," said Mr Stannard, who described his journey as "very emotional" and the final descent into the ruins of the former Native American civilization as "overwhelming".

"When you climb the Sun Gate and look down on the city everybody gets emotional."

Mr Stannard said his trek gave him some new perspectives.

"It made me think about the people I was doing it for, about my family and life in general," he said.

"The local people are a hardy lot, maybe they haven't as much as others in some ways but they are always cheerful."

"The first couple of days were fine but later on I started thinking 'What on earth am I doing?'. But now I'm back I think it was a fantastic experience."

To donate to Dave Lee's Happy Holidays go to www.justgiving.com/Paul-Stannard and for those who wish to contribute to Demelza go to

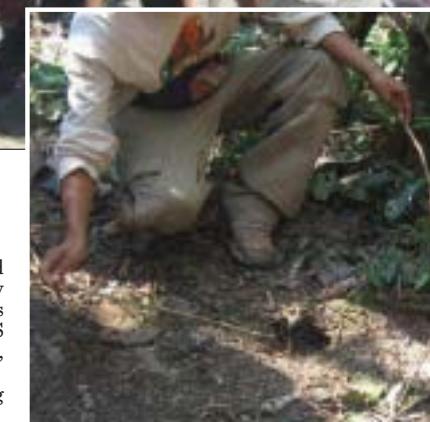


REALITY TREK: Paul Stannard (centre) with his fellow trekkers at Machu Picchu; and a friendly tarantula

www.justgiving.com/Paul-Stannard

Anyone wishing to donate by cheque should make them payable to Dave Lee's Happy Holidays or Demelza House Children's Hospice and send them to Kerry Head, KOS Media Ltd, Apple Barn, Hythe Rd, Smeeth, Ashford TN25 6SS.

If you want to see Mr Stannard talking about his travels go to www.yourkenttv.co.uk.



Judd Associates
BRAND STRATEGY & INTERACTIVE COMMUNICATIONS

01892 654154 quote ref: KOS2010
VISIT US WWW.JUDDASSOC.COM

Contact
Jake Judd

WHAT'S ALL THE FUSS APP-OUT?

"More users will connect to the internet via mobile devices than desktop PCs within five years"

Proclaimed the Mobile Internet Report.

Judd Associates are experts in all types of digital communication, **online, intranet & mobile applications**.

- Website design & technology - Your **ONLINE** presence
- Intranet Applications - **INTERNAL** corporate communications
- Mobile APP development - **TALKING TO YOUR** clients & customers

Talk to us and we can help you develop a specific loyalty and revenue generating **APP** for your business.



THE CLASSIC PANTOMIME ADVENTURE!

John Thomson

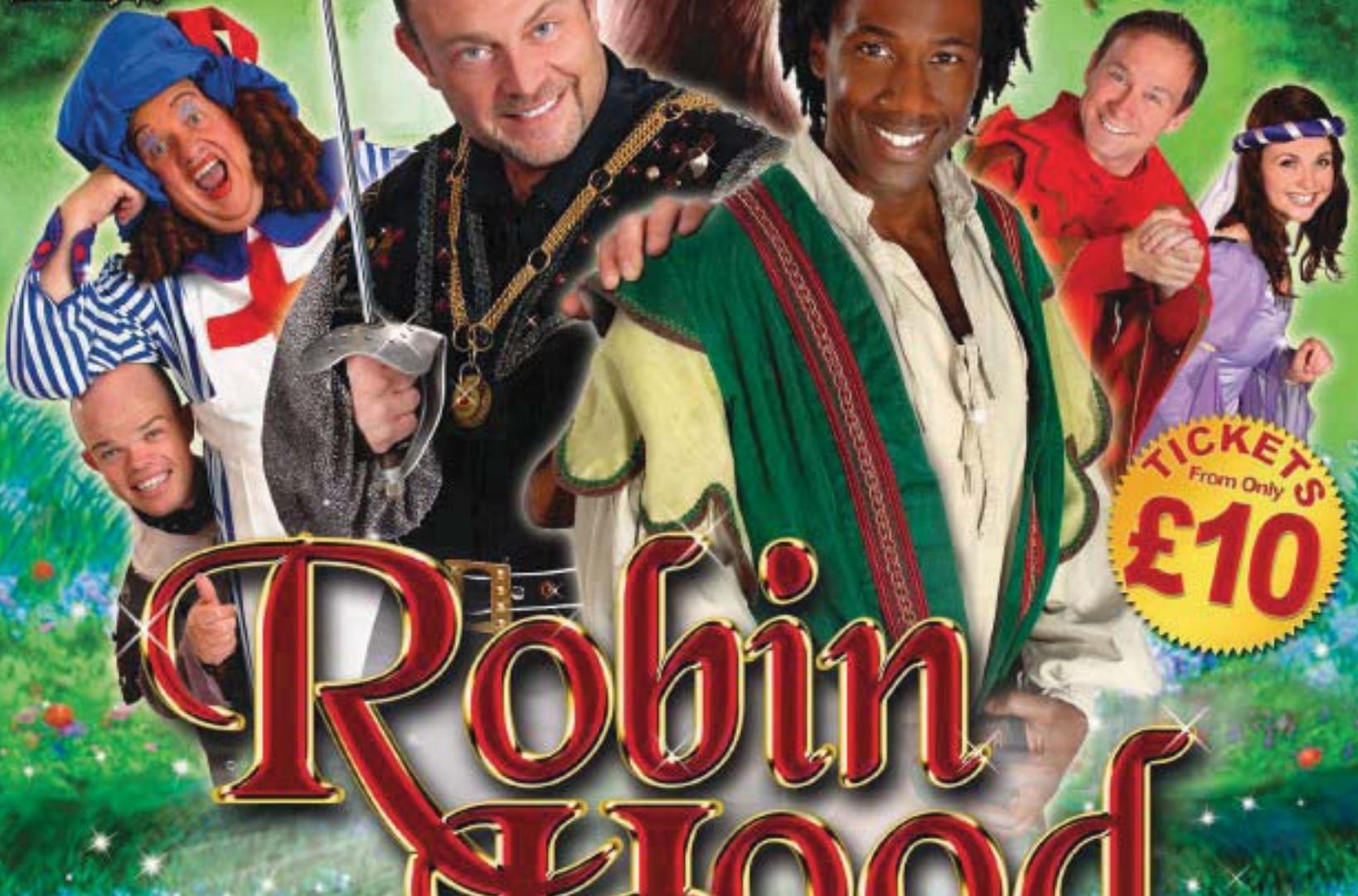
(Cold Feet, Coronation St)

Sid Sloane

(Sid from CBeebies)

Dave Lee

(Local Legend)



TICKETS
From Only
£10

Robin Hood

Phil Holden - Ben Langley - Alan Mehdizadeh - Katie Birtill

3rd December 2010 - 16th January 2011



Box
Office

(blue fee
applies)

01227 787 787

www.newmarlowetheatre.org.uk

heart
103.1 102.8

The new
marlowe
Theatre Canterbury

Marlowe in
motion

KENT ON SUNDAY
yourcanterbury
www.yourcanterbury.co.uk
KCC Media • Pages • Books • Boxes



Fulston Manor School

Brenchley Road, Sittingbourne, Kent. ME10 4EG
Tel: 01795 475228 Fax: 01795 428144 e-mail: tagbrookes@fulstonmanor.kent.sch.uk



We are pleased to invite you to our

Sixth Form Open Evening

Thursday 4th November 2010
6.00pm - 9.00pm



From **6pm** you will be able to look round the newly refurbished Sixth Form Centre
and speak to members of staff including
Mr. Waterman, Head of Sixth Form regarding aspects of Sixth Form life.

Fulston Manor Sixth Form works in partnership with
Highsted Girls Grammar School and Borden Boys Grammar School,
offering an exceptionally wide range and combination of courses in a successful and popular Sixth Form.

From **6.30pm – 8.30pm** there will be displays of subject stands for you to visit
and speak to staff and students currently studying the subject

At **7pm** there will be a presentation in the Millennium Hall about all aspects of joining the
Sixth Form at Fulston Manor and the online Connexions application process.

Fulston Manor will also give you the opportunity to develop your personal skills through volunteering,
involvement in social activities or Sixth Form Committees.

Let us be a part of your success.

For further information please contact Mr. M Waterman - Head of Sixth Form on 01795 412608
mwaterman@fulstonmanor.kent.sch.uk

"Fulston Manor is an outstanding school" Ofsted 2008



Specialist Schools
and Academies Trust
for Mathematics



The **co-operative**



your lifestyle



Dead funny

Tim Curry stars in the latest comedy featuring Simon Pegg; Burke and Hare

SEE CINEMA



SEE INSIDE FOR NEW AND USED CARS PLUS THE LATEST MOTORING NEWS

carsforkent.co.uk

LEISURE 21-44

WEATHER 28

BUSINESS 26

LEISURE 22

INDEPENDENTS 31-42

CINEMA 44

**DAY & NIGHT****Play will bewitch you**

THE Canterbury Players bring Dark of the Moon to the Gulbenkian Theatre on November 4, 5 and 6.

The powerful fantasy play tells the story of a witch boy who falls in love with a human girl. Their desire to be together is hampered by supernatural events.

Tickets are £10. Call 01227 769075.

Family ties explored

A FAMILY tale of the bonds linking grandfather to grandson has been brought to life by critically-acclaimed New Perspectives Theatre Company.

Farm Boy will be at the Theatre Royal, Margate, on Tuesday, November 9.

Shows are at 10.30am and 1pm. Tickets are £12 adults and £8 for children. Call 0845 1301786 to book.

Chart-toppers in town

DANCE act Dreadzone play bring their Eye on the Horizon tour to the Quarterhouse, Folkestone, on Friday, November 12.

The band tasted chart success in the 90s with songs such as Little Britain and Zion Youth. Book on 01303 858500.

Take trip to West End

SWEET Scene Theatre Trips of Faversham will be taking coach trips to London for a new season of outings.

The first trip is to see Willy Russell's award-winning musical Blood Brothers on Friday, November 12. There will also be a chance to see Dirty Dancing, on Wednesday, December 8 and the English National Ballet's version of The Nutcracker on December 22.

To book pop into Sweet Scene in Preston Street, Faversham or call 01795 523217.

Singer does it Otway

JOHN Otway comes to the Horsebridge Centre in Whitstable.

The singer/songwriter, who is on the road promoting his new book, I Did it Otway, will be in town on November 12.

Tickets are £12 or £10 and are available from the box office 01227 281174.

Visit www.horsebridge-centre.org.uk for more information.

Christmas croon-along

A CHRISTMAS Crooners show comes to the Granville Theatre in Ramsgate on Saturday, November 20.

The show features Christmas favourites of Bing Crosby, Nat King Cole and Frank Sinatra, all guaranteed to get you in the festive mood.

Call the box office on 01843 591750 to book. Tickets are £15, or £14.50 for Friends of the Granville members.

Festive fair and carols

THIS year's Aylesham Christmas fair takes place on Saturday, November 27.

From noon to 5pm, there will be gift stalls, as well as roasted chestnuts, a candle-lit carol concert, a barbecue, a grand draw and a visit from Father Christmas.

For details call 01304 840482 or visit www.ayleshamcarnival.co.uk.

It's more than just a good read

FOLKESTONE BOOK FESTIVAL

Various venues

Friday, November 5, to Saturday, November 13

BOOK worms will be in their element when the Folkestone Book Festival starts this week.

A host of big name authors will be coming to the coast for the annual event, which has earned a reputation for attracting famous faces over the course of its nine-year history.

This year's line-up is a varied bunch, from best-seller Martina Cole to rock legend Brian May with Elena Vidal.

May's new book, co-authored with Vidal, showcases his 3D photographs and fits in well with this year's theme, history and science.

However, it is not just matters of literature that will be on the agenda during the nine days.

Live music, film screenings and speakers will also form part of the event, but you can get involved in the action too.

Arranged in conjunction with the Friends of the Book Festival, things for people to take part in include the Short Story Competition, the Festival Quiz and the launch of the Folkestone Anthology.

The Festival Read this year comprises two works: the Selected Short Works of Leo Tolstoy and Jay Parini's The Last Station.

Other names who will appear include Alexei Sayle, Germaine Greer, Ron Moody, Peter Snow, Roy Hattersley, Dan Cruickshank, Richard Holmes and Arthur Smith.

The festival starts at the Quarterhouse on Friday, November 5, and there should be something for everyone to enjoy.

Roberta Spicer, the Creative Foundation's Festival manager said: "It's another busy year for the festival. I'm particularly looking forward to Scientriffic!, our free event for families with live experiments, courtesy of Pfizer and acclaimed children's authors, such as Nick Arnold of the Horrible Science series."

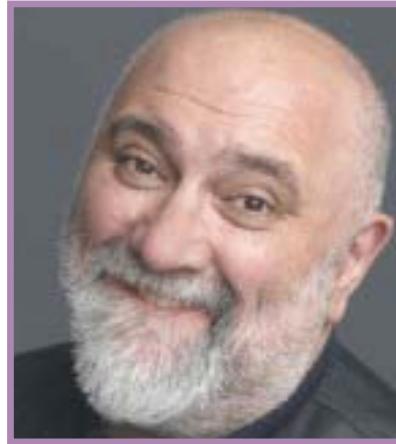
Further highlights include John Julius Norwich talking about The Great Cities in History; actor, director and playwright Steven Berkoff discussing his memories of a misspent youth; whisky expert Ian Buxton talking about 101 Whiskies To Try Before You Die (ticket price includes samples!); and the longest-serving cast member of BBC Radio 4's The Archers, June Spencer, speaking about her life on the show.

There will also be live performances from theatre group The Fitzrovia Radio Hour, with their spoofs of 1940s radio plays, a night of fantastic folk music and a stand-up comedy evening with Jeremy Hardy, stalwart of BBC Radio 4's News Quiz.

For more information and to book call the box office at Quarterhouse on 01303 858500. Alternatively call into Quarterhouse at 45 Tontine Street, Folkestone CT20 1JT or visit www.folkestonebookfest.com.

**FESTIVAL LINE-UP:**

Brian May, formerly of Queen, will be at the Folkestone Book Festival with Elena Vidal to discuss their new book. Other celebrities who will be appearing include Arthur Miller, Germaine Greer, and Alexei Sayle



TO FIND MORE THEATRE AND ENTERTAINMENT NEWS LOG ON AT yourkenttv.co.uk

SANDWICH WHITSTABLE HERNE BAY THANET CANTERBURY FOLKESTONE DOVER ASHFORD FAVERSHAM SANDWICH

You've just found the best company around for PVCU fascias, soffits, windows, doors, flat roofs and conservatories so... call your friendly local run family business

Let us quote you **happy!!!**

Who are we? We are a team of highly skilled craftsmen with over 30 years' experience

Our promises to you...

- We will make no charge until all work is completed
- We will give you the best value for your money

- We won't use hard sell
- We will be punctual, clean, tidy and polite
- We will only use first class materials

HIGH SECURITY, DOUBLE GLAZED, PVCU INTERNALLY BEADED WHITE WINDOWS



3 WINDOWS	£999
4 WINDOWS	£1,345
5 WINDOWS	£1,690
6 WINDOWS	£1,990
7 WINDOWS	£2,290

All above prices include VAT fitting, one opener per window, 'K' glass and 15 year guarantee

CONSERVATION AREA? VERTICAL SLIDERS AVAILABLE.

Ring us, your local family-run business today



Fascias, soffits and gutters a speciality

FLAT ROOF problems solved forever. 50 year guarantee

CONSERVATORIES from... £3,000 PORCHES from... £1,000



Designed and built from footing to finial
15 year guarantee

BUY ONE OF THESE DOORS FROM



WARWICK
S1 AQUARIUS



DEVON VENUS
LAPIS



£535
Price includes fitting and VAT

WINDSOR
SOLID

FULL WHITE DOOR SET, WITH FRAME AND PANEL HIGH SECURITY 7 POINT LOCKING WOODGRAIN OPTIONS AVAILABLE (ADD £155)

Composite doors

A selection of colours and styles

£695

Price includes fitting and VAT



HELPING SCHOOLS, NURSERIES, SHELTERED HOUSING AND LOCAL AUTHORITIES

Special concessions for OAPs and disabled

TEL: 01843 867766



FENSA



Try us last, we will not be beaten on a 'like for like' quote

SANDWICH WHITSTABLE HERNE BAY THANET CANTERBURY FOLKESTONE DOVER ASHFORD FAVERSHAM SANDWICH

yourleisure

with
TOM BETTS

Email thomas.betts@kosmedia.co.uk



DAVE SWARBRICK

Wednesday, November 17, The Chimney Boy, Faversham



THE legendary Dave Swarbrick will be returning to Faversham Folk Club at The Chimney Boy.

The life and times of the former Fairport Convention man are a true folk story.

Born in London, Dave moved to Yorkshire when three months old and at the age of six he learned the rudiments of the fiddle from the local fiddler, Mr Bootham.

He travelled around the country and ended up performing extensively.

Amongst the huge back catalogue from that time are three Radio Ballads with Ewan MacColl, Peggy Seeger and Charles Parker.

Dave joined the Ian Campbell Folk Group in the early 60s and in 1966 he teamed up with Martin Carthy. This remarkable pairing played an important part in the tremendous shake-up of British folk music in the middle to late 60s.

He joined Fairport Convention in 1969 and his contribution to folk and folk-rock music is legendary and well documented.

He formed Whippersnapper in 1984, a group renowned for its drive and acoustic prowess but went solo in 1989, before ending up in supergroup Band of Hope.

Entry to the 8pm show is £8 for members, £9 for non members. Call 01795 536857 for details.



SLEEPING BEAUTY

Thursday, November 11, Leas Cliff Hall, Folkestone



VIENNA Festival Ballet returns to Folkestone with a traditional production of Sleeping Beauty for all the family to enjoy.

The classic fairy tale is set to Tchaikovsky's magnificent score and features stunning choreography, and beautiful costumes which combine to portray the struggle between good and evil.

Incensed at being snubbed at the christening of Princess Aurora, the wicked fairy Carabosse lays a curse on the child, proclaiming that she will one day prick her finger and die.

But the Lilac Fairy intervenes, and when the fateful day arrives, the princess and the

entire palace instead fall into a deep sleep.

A century later, Prince Florimund is guided to the castle by the Lilac Fairy, overcoming the obstacles created by Carabosse, and awakening the sleeping princess with a kiss.

It is love at first sight, the palace awakes and a parade of fairytale characters attends the royal wedding.

Curtain up is at 8pm.

Tickets cost £22.50, £17.50 or £12.50. Concessions and group discounts are also available. Call the box office on 0844 847 1776 or go to the website at www.leascliffhall.org.uk.

LETZ ZEP

Friday, November 5, The East Quay, The Harbour, Whitstable

GET ready to enjoy an evening in the company of one of the best rock tribute bands in the country.

Letz Zep, the only tribute act to have gained the official seal of approval from Led Zeppelin, will be rocking out in Whitstable.

There's bound to be a whole lotta love for the band, who were invited to play at the official launch party for Led Zeppelin's Mothership album, at the behest of Robert Plant and Jimmy Page.

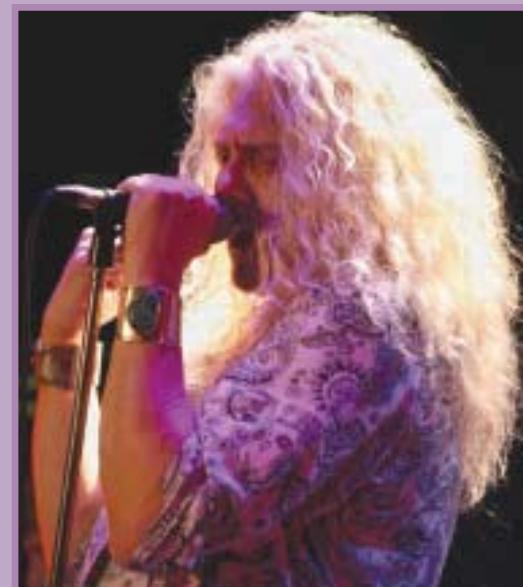
Plant walked in to see the band while they performed a set in London and was amazed at the similarity.

He even told Q Magazine: "I walked in, I saw me."

Letz Zep have been featured on BBC1, BBC2, ITV, in Classic Rock and Kerrang, Q and Mojo.

Demand for the band is such that they regularly tour in Spain, Greece, Holland, Belgium, Italy and France and have also played in Venezuela, Australia and New Zealand.

Tickets are £10 in advance and available from: www.wegottickets.com or Gatefield Sounds or the Hotel Continental, Whitstable.



DEFYING HITLER

Monday, November 15, Gulbenkian Theatre, Canterbury



A MOVING tale of objection in the face of overwhelming consensus, Defying Hitler tells the story of Sebastian Haffner, a young man who makes a decision to stray from the pack.

Aged 26 when Hitler came to power, he wasn't Jewish, though many of his closest friends were and he wasn't a Nazi, though he had recognised many of those who were later to become Nazis from an early age at school.

Haffner was just an ordinary well-educated middle-class young man, trying to make his way in the world, but 1930s Berlin was not the sort of world in which an ordinary well-educated middle-class young man could easily make his way.

Documented are the trials and tribulations of his life, leading up to his eventual emigration to England in 1939, and of his development from wide-eyed schoolboy to slightly gauche, naive young law student, to razor-sharp, witty, erudite political journalist.

The rise of the Nazis is explored through the eyes of the child who experienced it and of the 32-year-old man looking back over his early life.

Tickets are £10 from the box office on 01227 769075.



AUTUMNAL SONGS: SARAH HALE

Saturday, November 6, Sarah Thorne Theatre Club, Memorial Theatre, Broadstairs



BROADSTAIRS singer Sarah Hale will be "going cabaret" in her concert in her home town.

She will be joined by pianist Rupert Jones for a concert of seasonal songs.

As well as her established repertoire of classical songs and traditional British melodies, Sarah will be performing a variety of sensational numbers including showstoppers from the musical Cabaret and other hit songs.

The new flavour to her performance will mark an important departure for Sarah, who usually performs more classical pieces.

She said: "People who've seen me perform before are in for some real surprises."

"Switching between different styles of singing is one of the hardest challenges you can undertake."

"I think I've made some real discoveries in this area and this concert will be a chance for me to put some of these ideas into practice."

All seats are £8. Tickets are bookable in advance on 0845 2626263. Non-members must book 24 hours in advance, by telephone or by emailing info@sarahthorne-theatreclub.co.uk.



FIREWORKS

Whitstable Town Football Club Belmont Road

FRIDAY 5TH NOVEMBER

Gates open 5.00pm

Penalty Shoot out - 6.30pm
for kids

Firework Display - 7.00pm

Tickets in Advance - Adults £5 Children £2

Tickets on gate - Adults £7 Children £3

Available at - W.T.F.C - Turbo Print - Kent Estate Agents - P.H Accountancy

CRACKIN' GLASS

Your No1 Glazing company, covering the whole of Kent

CHEAPEST GLASS IN EAST KENT - GUARANTEED*



NO JOB TOO BIG OR SMALL

- All types of single pane glass repaired or supplied
- All types of double glazed units supplied or fitted
- Putty, silicone, hinges, handles & glazing tools supplied

A further 10% discount on Pre-VAT price on production of this advert

SALES COUNTER NOW OPEN & TRADING

Our friendly uniformed staff are happy to advise, just give CRACKIN' GLASS a call on:

01227 711 151

or visit our website: www.crackin-glass.co.uk

Office hours 9-5 Mon to Fri Mill Road, Sturry, Canterbury CT2 0AG

* on production of a written quote we will beat any quote by 5%

A jazz extravaganza
Part of the Margate jazz scene under the Big Sky umbrella

Ian Shaw Jamie Cullum Liane Carroll

At The **Winter Gardens Margate**

Thursday 9 December

All profits from this fundraising event will benefit
Margate Jazz Festival & The Vortex Jazz Foundation

**Big
Sky**

Tickets £27.50 & £25.00

Available from The Winter Gardens Box Office
01843 296111 / 292795
www.margatewintergardens.co.uk



GOVERNMENT BACKED GRANTS AVAILABLE NOW FOR HOME INSULATION

REDUCE YOUR HEATING BILLS BY UP TO 50%

INSULATE YOUR HOME NOW DURING THE BEST WEATHER CONDITIONS AND PRIOR TO THE WINTER

**LIMITED
PERIOD
ONLY**

Yes!

CURRENTLY YOU PAY A
FRACTION OF THE TOTAL COST.

THE REST IS PAID FOR BY A
GOVERNMENT BACKED GRANT FROM
THE ENERGY COMPANIES TO HELP
COMBAT GLOBAL WARMING.

YOU PAY ONLY £199 FOR LOFT OR CAVITY
WALL INSULATION FOR UP TO A 5
BEDROOM DETACHED HOUSE AND
YOU ONLY PAY A DEPOSIT OF £49

NOW AND THE BALANCE NEXT
YEAR (1st JANUARY 2011).

Maximum size applies. Subject to survey. Call now for details.

0800 220937

www.homewarm.co.uk

GRANTS ARE AVAILABLE NOW FOR FULL LOFT INSULATION OR

TOP-UPS TO THE CURRENT BUILDING STANDARD OF 270mm (APPROX. 11").

GRANTS ARE ALSO AVAILABLE NOW FOR CAVITY WALL INSULATION.



Let Homewarm make your home a Green Home!

KOSmedia

BUSINESS midWEEK



online: www.businessforkent.co.uk

BUSINESS EDITOR

STEVE LOADER

TELEPHONE: 01303 817029
EMAIL: steve.loader@kosmedia.co.uk



Business Week Live

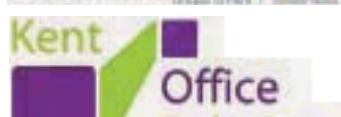
BUSINESS WEEK LIVE 2010 is the county's essential B2B exhibition and conference next Wednesday, November 10, at the Kent Showground, Detling.

It will be officially opened by Lord Michael Howard with exhibitors from across the county.

There is a programme of events with expert speakers on a range of subjects, from securing the best staff and social networking to global brand marketing and getting more investment.

You can be there with FREE tickets available when you register online at www.businessweeklive.co.uk

KEY PARTNERS



SUPPORTED BY



Thanks - but we do need those growth plans now

■ BY STEVE LOADER

POSITIVE economic statistics on the back of the austere yet palatable agenda set by the Government's Comprehensive Spending Review (CSR) have given confidence to Kent business leaders.

Figures up to the end of September show two consecutive quarters of UK growth above what had been forecast, meaning that even if the UK economy now marks time to the end of 2010, it will still outpace forecasts.

And High Street sales – a barometer of consumer confidence – have been higher for October than a year ago. But while this draws some of the sting of the CSR cuts, county businesses now want to hear how the Government will stimulate further growth.

Regional Institute of Directors' (IoD) chairman Chris Dodson said "clear and concise practical proposals" were needed "to make it easier for firms to employ people, not make it harder".

The IoD's regional director Rodger Broad also called on the Government to recognise the economic power and influence of the South East including Kent.

He said: "It is imperative the country plays to



ON THE UP: Shoppers' confidence and two consecutive quarters of growth have boosted hopes of business leaders

its strengths and, economically, that is the South East. While we are not calling on the Government to stop supporting businesses in the other regions, the South East is better placed to benefit quicker from the upturn. Positive discrimination in favour of other regions will hold back recovery."

Highlighting that only London and the South East are net contributors to the Government's tax coffers, Mr Broad added: "Government

spending cuts are only half of the solution, the other half is how to help businesses grow and create jobs which in turn will increase the tax take and reduce welfare expenditure."

And growth also headed Thames Gateway Chamber of Commerce's post-CSR agenda; director Paul Price said the review had underlined the UK was a safe investment, but "we now wait to see a strategy for growth". However, he was disappointed to see cuts in training.

"If the private sector is to create the jobs to drive this recovery it is essential that government can deliver the basic skills employers need."

"We are also disappointed the budget for export promotion has taken such a substantial hit when politicians say they want a rebalanced UK economy. British companies will be left in a weaker position compared to competitors from other trading nations," he added.

On the other hand, the IoD remains unconcerned by fears in some quarters that making deep cuts to bring down the debt faster risked pitching the country into a double-dip recession as confidence ebbed away.

Its own number-crunching turned up evidence from the 90s downturn that a tighter fiscal policy could go hand in hand with economic recovery.

Meanwhile, Peter Skinner – Labour's MEP for the South East – said he recognised the need for cuts, but called the CSR "a huge gamble with growth and jobs in Kent".

Answer to pantomime star's dilemma waited in the wings



Peter PAUL JEFFREY

PANTO star John Thomson's commute from Manchester to Kent was looking like a torture devised by the dastardly Sheriff of Nottingham, the character he plays in Robin Hood at Canterbury's Marlowe Theatre from December 4.

John – famous for appearances in *Cold Feet* and *Coronation Street* – was facing a long train journey from his Manchester home or flying into London Stansted and flogging around the M25.

Either way, it was a five-hour trip each way to his accommoda-

tion near Canterbury during the panto run and far too much extra time away from his wife and two young daughters – until he investigated Flybe's new 50-minute daily service between Manchester and Manston Airport in Thanet.

"It's an absolute godsend," he said after stepping off his plane en route to panto rehearsals.

"It makes perfect sense."

- For more on John and his travels, see Julie Maddocks' exclusive TV interview on www.businessforkent.co.uk.

Airport's upgrading in operating status opens up 'new opportunities'

LYDD Airport development plans are closer to take-off after an upgrade to the site's operating status, writes Steve Loader.

The airport is currently awaiting news of a public inquiry into a runway extension and new passenger facilities, but the new Category Six rating is expected to boost its case – airports are rated globally on a scale of 1-10, with 17 of the world's biggest being rated 10.

The enhanced level of the Romney Marsh facility allows it to handle a larger class of commercial aircraft, such as the Bombardier Dash 8 Q400 and other regional airliners carrying up to 100 passengers.

It can also accommodate larger and faster transatlantic-capable corporate jets such as the Gulfstream G550.

Lydd Airport spokesman Jo Oliver said: "Having met strict criteria set down by the Civil Aviation Authority (CAA), we now have the capability to deal with a

much wider range and size of aircraft. This is fantastic news and will enable us to attract more business.

"In fact, it's already opening up new opportunities for the airport."

The airport satisfied rigorous CAA requirements to achieve its new category, culminating in its annual emergency exercise and including 'Exercise Dash' to test airport operations units' ability to work alongside external emergency services during a major incident.

Lydd's senior airport fire officer, Paul Fisher, said: "The 'emergency' scenario involved a Bombardier DHC-8-400 aircraft carrying 74 passengers and four crew, which suffered a catastrophic engine failure just before take-off."

Airport staff, members of Friends of Lydd Airport Group and local lifeguards played the role of the passengers who were evacuated to a special 'survivor reception' area."



Conservatories Windows & Doors

made by us, made for you and your pocket

Looking for a company you would
recommend to your friends

We are family run and have been manufacturing & serving
Kent for 35 years to both the trade and to the public.

We manufacture on our premises

Windows • Doors • Conservatories
• Facias • Soffits • Garage Doors

at very affordable prices
but with you in mind you need to...



Call 01843 868804

Composite
Doors from
£595



Stroud Windows & Conservatories

Margate Road, Broadstairs (opp Burger King)

www.stroudwindows.co.uk open mon-fri 9-5 weekends 8-12

10 Year
Guaranteed

We warmly invite you
to join us at Quex Park
for an eclectic display
of over 30 of the highest
quality exhibitors for
your dream day.

Exhibits range from
wedding attire, cakes,
jewellery, photography,
a range of wedding cars
and our own venue,
The Hannah Dining Suite
which conjures images
of the magic possibilities
for your day.

Grand prize draw

Visit our Wedding Fayre
for the chance to win
a stunning 50% discount
on your dream wedding
package when you book
at The Hannah Dining Suite.
All entries will receive
a voucher for £200.00
refunded to all the cost of your wedding
when looking at Quex Park

Quex Winter Wedding Fayre

7th November 11am - 4pm Free entry

The Hannah Dining Suite Quex Park Birchington CT7 0BH
T: 0800 1422736 T: 01843 482004 E: info@thehannahdiningsuite.co.uk

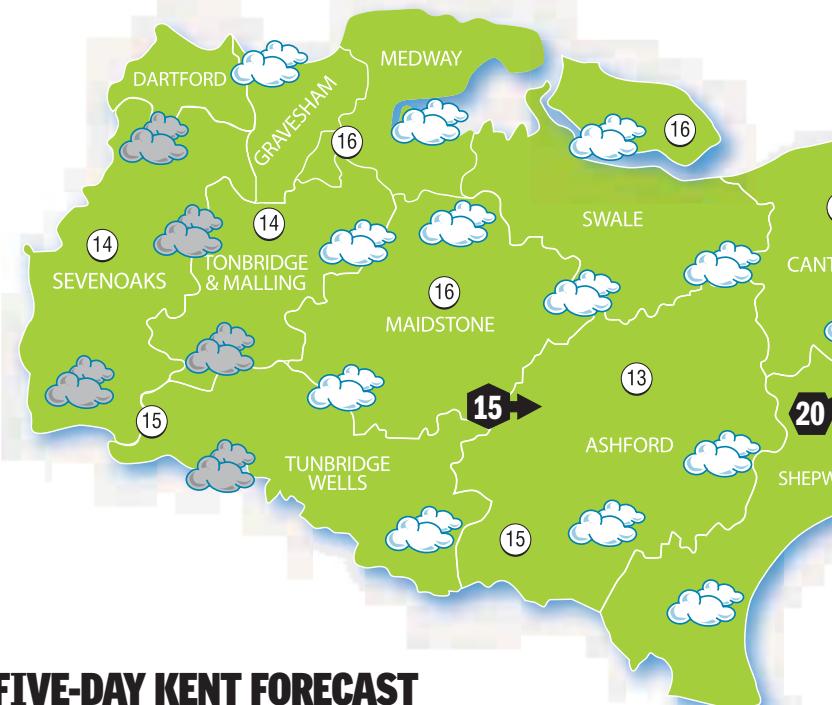
W: www.thehannahdiningsuite.co.uk



yourweather

WEATHER UPDATES 24 HOURS A DAY @ www.kentnews.co.uk

SPONSORED BY



TODAY'S FORECAST



AROUND THE WORLD YESTERDAY

Amsterdam	9°C	Madrid	16°C
Athens	17°C	New York	14°C
Barcelona	15°C	Paris	14°C
Beijing	14°C	Rome	18°C
Bombay	33°C	Sydney	18°C
Cape Town	26°C	Tenerife	24°C
Cardiff	12°C	Tokyo	15°C
Gibraltar	18°C	Vancouver	12°C
Hong Kong	25°C	Warsaw	15°C
Las Palmas	24°C	Wellington	14°C

KENT'S WEEKEND HIGH TIDES

Chatham	Saturday	12:13pm	6.3m	Sunday	12:58pm	6.4m
Dover	Saturday	10:30am	6.9m	Sunday	11:13am	6.9m
Dungeness	Saturday	10:35am	8.1m	Sunday	11:18am	8.1m
Ramsgate	Saturday	11:00am	5.3m	Sunday	11:43am	5.3m
Sheerness	Saturday	12:03pm	6.0m	Sunday	12:48pm	6.0m
Whitstable	Saturday	12:07pm	5.5m	Sunday	12:53pm	5.6m



SUNRISE

6.53am

SUNSET

4.24pm



MOONRISE

3.15am

MOONSET

2.40pm

FIVE-DAY KENT FORECAST

	Thur	Fri	Sat	Sun	Mon												
Ashford	15°C	16°C	16°C	16°C	13°C	Dover	14°C	14°C	14°C	14°C	12°C	Gravesend	15°C	16°C	18°C	16°C	13°C
Canterbury	15°C	16°C	16°C	15°C	12°C	Faversham	15°C	16°C	17°C	16°C	13°C	Maidstone	15°C	16°C	17°C	16°C	13°C
Chatham	15°C	16°C	17°C	16°C	13°C	Folkestone	14°C	14°C	14°C	12°C		Ramsgate	15°C	16°C	16°C	15°C	12°C
Dartford	15°C	16°C	18°C	16°C	13°C	Gillingham	15°C	16°C	17°C	16°C	13°C	Rochester	15°C	16°C	17°C	16°C	13°C



Kent & East Sussex Railway

Tenterden Town Station



36TH YEAR OF THE FAMOUS Santa Specials

December

4 & 5, 11 & 12, 18 & 19, 22 to 24.

01580 765155 • www.kesr.org.uk

The Denture Clinic



"Smile with Confidence"

- Express Denture Repair Service
- New Dentures
- Cosmetic Improvement
- All work produced on premises
- Excellent Aftercare Service
- GDC Registered
- Clinical Dental Technicians

Call today for a FREE initial consultation

31 Roper Close, Canterbury, Kent

01227 764241

110 High Street, Broadstairs, Kent

01843 600789

CRACKIN' GLASS

Your No1 Glazing company, covering the whole of Kent

SUPPLY AND FIT* TO TRADE AND PUBLIC

We are now able to supply a full range of doors,
door panels and window frames.

Contact us now for a competitive quote

SALES COUNTER NOW OPEN & TRADING

Our friendly uniformed staff are happy to advise, just give CRACKIN' GLASS a call on:

01227 711 151

or visit our website: www.crackin-glass.co.uk

Office hours 9-5 Mon to Fri Mill Road, Sturry, Canterbury CT2 0AG

* in association with Oyster Development



yourstyle

**DEBENHAMS**

Red Herring military cape, price £55

**JANE NORMAN**

Belted, double breasted cape coat, price £55

**SAINSBURY'S**

Tu camel cape, price £45

**MATALAN**

Be Beau button cape, price £25

**PRIMARK**

Navy military cape, price £25

Caped crusaders

Try a chic alternative to coats this autumn

**NEXT**

Cable knit cape, price £30

**MONSOON**

Carmel cape, price £65

**ACCESSORIZE**

Feather cape, price £40

**MONSOON**

Portia cape, price £120



THE SPENCER WING

MEDICAL MICRODERMABRASION

Some of the skin conditions commonly treated are:

- Fine lines and wrinkles
- Acne prone skin
- Blackheads and whiteheads
- Sun damaged skin
- Sun damaged skin

Client Satisfaction Is Our Future

The benefits of Medical microdermabrasion include:

- Suitable for most skin types
- No anaesthesia required
- No pain or discomfort
- No recovery time

This treatment could even be done in your lunch break

For information on treatments, please contact:

Julie at The Spencer Wing
QEQM Hospital Margate
01843 234569

juile.pain@thespencerwing.com

Danielle at The Spencer Wing
William Harvey Hospital Ashford
01233 616201

danielle.hazelwood@thespencerwing.com

EASY HOME BREW LTD

beer & wine simply, cheaply and very easily

Live Brewing Demonstrations!

SATURDAY 6TH NOVEMBER &

SATURDAY 20TH NOVEMBER

Both at 2pm

Pick up some top tips on how to get the best from your average beer kit

Brew NOW to enjoy at Christmas!

Order Online at www.easyhomebrew.co.uk

or call
01233 502269
between
10am & 3pm,
MON ~ SAT

Connect 10

yourmusic

Unplugged Rifle men take a shot



HOT SHOTS: The Rifles headline the Suburban Kings night at the Royal Function Rooms

■ BY SIMON ROBINSON

FOPPISSH flower-waving singer Morrissey once had a skewed opinion on unplugged artistes.

The legendary Smiths frontman sang in hit 1985 single Shakespeare's Sister 'I thought that if you had an acoustic guitar then it meant that you were a protest singer'.

Oh, Morrissey.

Luckily for him, he was later able to see the error of his ways and he has reached the stage where he looks back at his childhood naivety with fondness.

As we all – including Morrissey – know, acoustic guitars are not the exclusive weapon of choice of the protest singer.

The late Kurt Cobain and his Nirvana chums used the electric-free instruments for the memorable MTV Unplugged performance in 1993, for example.

Many other guitar acts have taken similar measures for one-off performances.

The latest band to do so are indie rock upstarts The Rifles, who will play a special acoustic gig in Kent next month.

The London-based outfit will perform unplugged at the Royal Function Rooms, Rochester, on Wednesday, November 24.

The new-look Rifles, whose numbers were reduced by half after bassist Rob Pyne and drummer Grant Marsh quit last month, will headline the monthly Suburban Kings night.

The support acts are due to be announced in the coming days.

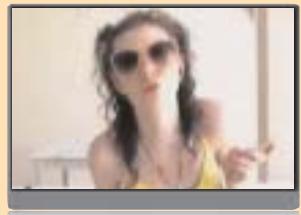
Promoter Matt Harvey said: 'Suburban Kings is bringing back real music to real music venues in Medway.'

'We're over the moon to announce that The Rifles will be playing a special acoustic set at the Royal Function Rooms, the UK's 2nd oldest stage.'

'This will be a great, great gig.' Co-promoter Chris Pritchard

UPLOAD YOUR MUSIC VIDEOS TO BROADCAST ON OUR WEBSITE @

yourkenttv.co.uk



BEING POLITE: Singer Kayleigh Phillips performs her new song The Polite Way



BAND PRACTICE: Zinta Egle and her band play Love With No Love



TOP FIVE KENT GIGS

- 1 The Suspects - 12/11 The Rose, Broadstairs
- 2 Vivid Nation - 13/11 The Park Inn, Dover
- 3 Third Place Victory - 15/11 Quarterhouse, Folkestone
- 4 Save Target As - 18/11 Beercart Arms, Canterbury
- 5 Happy Daze - 19/11 The Catholic Club, Herne Bay

added: 'We're really pleased to have this gig on. It feels like a new beginning for us and must be one of the highest-profile bands to have played Medway for well over a year now.'

Tickets are £10 and are on sale from www.seetickets.com, 0870 264 3333, or in person at: Sound & Image in Chatham.



BIRDWATCHING: Pink flamingos feed on tiny shrimp at the Salar de Atacama; and hiking in the Moon Valley, in the Atacama Desert, Chile

yourgetaways

The Chilean landscape leaves you feeling on top of the world

■ BY ALISTAIR KEELY

WHILE images of Chilean miners returning from deep in the earth have been beamed around the world, today I'm as far from those pictures as it's possible to get.

Standing at the summit of Toco volcano, 5,625 metres above sea level, I feel as if I've just climbed the highest mountain in the world.

Despite the elation, my head is pounding and my lungs scream for oxygen.

On high-altitude-hiking in Chile, the oxygen-depleted atmosphere makes you feel you have the worst hangover ever, combined with a touch of flu.

So why go through such an ordeal? All around me is the answer: breathtaking views of the Bolivian Altiplano, Argentina and the Atacama saltflats.

Toco, one of the highest peaks of northern Chile, is also one of the most accessible. You don't need to be related to Sir Edmund Hillary to conquer it, just reasonably fit and prepared for a bit of discomfort.

However, I have a confession to make. The hike up Toco was eased by the fact we were driven to 5,000 metres before we began hiking.

After a slow descent, and celebratory beer and sandwiches in the van, we returned to base camp – the sumptuous Tierra Atacama hotel.

On the edge of San Pedro de Atacama, a picturesque village in the high plains of northern Chile, the hotel calls itself 'an adventure spa'.

Here guests can combine the active enjoyment of the desert – without sacrificing pampering time.

Built to blend with its surroundings, the hotel is made of local mate-

FACT FILE: CHILE

Time difference -Four hours (GMT)

Capital Santiago

Language Spanish

Population 17,063,000

Currency Chilean peso

Religion Roman Catholic

Alistair Keely stayed at Tierra Atacama, where seven nights' full board in a double room costs from £1,807 including transfers, breakfast, lunch and dinner, open bar, daily excursions, use of pools and sauna. Details from reservas@tierraatacama.com. Alistair flew Heathrow-Madrid with Iberia, and Madrid-Santiago with LAN. Visit www.LAN.com and www.Iberia.com.



rials and each room has stunning views. Every morning I opened my curtains to see two volcanoes.

Every room is en suite and comes with a luxurious four-poster bed, sunbathing terrace and even an outdoor shower.

After you've chilled out, it's time to sit and enjoy Chile's national drink, a pisco sour, beside an open fire and plan the next day's activities, or indulge yourself in a spa treatment.

The hike up the volcano is one of many options from the hotel. Other adventures include biking through Devil's Canyon, visiting dramatic geysers and 900-year-old cacti, horse-riding, hiking through Death Valley and birdwatching.

After my Toco adventure I opted for a hike through Death Valley to see flamingos feeding at sunset.

Death Valley was named by a Belgian explorer after the planet Mars. But instead of calling it Valle de Martes, he incorrectly pronounced

it Valle de la Muerte – meaning death – and the name stuck.

The name is fairly appropriate, however. Little life is visible as you walk through a moon-like valley with spectacular twisted rock formations and sand dunes.

The flamingo trip to the Salar de Atacama was also memorable.

Leaving the hotel by van at 3.30pm, we went south, via the village of Toconao, famous for its fruit trees and historic bell tower, before heading to the saltflats.

Here flamingos feed on the tiny pink shrimps that give them their colour. As the sun sets, the region is bathed in a fantastic purple light as birds gather in large numbers.

The soft gurgle of running water intermingles with bird cries.

Every so often a group of flamingos rises into the air to seek another place in which to feed, against the dramatic backdrop of surrounding volcanoes and the setting sun.

yourlocal



Issue No 3



**your midweek guide
to independent business**

Offering an independent choice

IN our third Your local supplement we once again take a look at some of our most successful businesses and discover their secrets.

Independents really do offer an alternative to the multi-nationals and the chains as well as bringing choice to the consumer.

For business owners we hope the stories will inspire you to try something new or maybe even inspire some of you to take a step toward starting your own company.

For customers we hope you will see some alternatives in a wide range of purchases, from furnishing your home to servicing your car... or even fitting a new kitchen.

And for some, as we have already found with previous supplements, the stories may

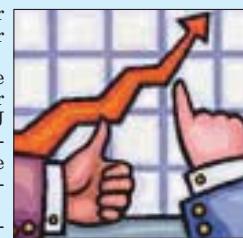
be a catalyst for starting your own business.

In addition we have regular columnist QJ who looks at coping with the life as a lone entrepreneur.

And we welcome back Nock Rowell, director of policy at Kent Invicta Chamber, who writes an open letter to the Prime Minister following last week's Spending Review.

We hope you enjoy the supplement, and do let us know your stories.

Email editorial@kosmedia.co.uk.



Page 4

How success followed an simple newspaper ad

Pages 4-5

An open letter to the Prime Minister about banks

Page 5

Reward for pride in customer service

Page 6

How a new business has snagged top clients

Pages 6-7

Top staff has given salon and spa success makeover

Page 7

Business builds ties with agricultural industry

Page 8

Accountants invest for success

Page 8-9

How villagers took control of their pub

Page 10

Car business that repeats its winning formula

Page 11

Why customer satisfaction means garage thrives

The Orange Tree Cookshop

For all your Christmas needs, we stock,
 Bakeware • Pudding basins • Knives
 Pots • Pans • China Serving Dishes
 And loads of gift ideas for
 those people who
 have everything.





BY THE EXTREME
INSPIRATIONIST

AS the song Killer by Seal says, 'It's loneliness that's the killer'.

If I were to know what one single reason is responsible for very small businesses giving up, I'd guess it was being on your own! It can be really demotivating, demoralising, and ultimately, the death of your business.

'A problem shared is a problem halved', is what my dad used to say. And there is a psychological and scientific basis for this belief.

Human beings are herding animals. We like and need to be in families, groups, teams and communities.

Launching and running your own small business is often so far away from this natural, desired state that it causes major problems around things like self-esteem, confidence and the ability to keep-on, keeping-on.

Never having worked for another living soul, I have frequently been in the undesirable place that is: 'on your own, mate!' So how do we deal with this? What can you do that will ensure your survival – emotionally that is?

In the early days of any new business, it's extremely unlikely that you will afford 'other people', and this will mean that going to work is a solitary experience: one that for many is a new feeling, and a new way of operating.

Eventually, if one is successful and can afford to start employing other people, the loneliness can disappear, but is often replaced by that other OMG of business, 'I'm not just responsible for managing myself, but now I have to manage someone else as well!' Paradoxically though, this can also lead to an even greater feeling of loneliness.

Recently, a client of mine wanted help because although he has a team of staff that

Beat the self-employed blues

carry out the practical work his business provides, he is often overwhelmed with a feeling of 'them' and 'me'. Merely the responsibility can make him feel he's on his own. His staff is depending on him for everything. So what's the solution?

Well, I thought I'd give you a couple of ideas, but first, let's look at the reason we don't like to be on our own – at least not all the time. One of our fundamental needs is connection with other people.

We're not talking about deep relationships, just those that make us feel better about ourselves. In business, we don't need to be everyone's best friend but we do need to have colleagues with whom we can share and discuss ideas and experiences or just people we can learn from or look up to.

The important thing in all of this is 'conversation'. I use the word conversation because it has to be two-way.

So, as a caveat to this approach, decide that in seeking out any new relationship, your intention will be to give and share your ideas, your time and yourself. If you look selfishly, then chances are you'll lose more than you gain.

Vital Friends

In Tom Rath's book, *Vital Friends*, he reminds us that in business historically 'people development' has been in two areas: personal, or developing the individual; and developing the team or group or department. *Vital Friends* gives clear evidence of why developing one-to-one relationships – and viewing them as such – is so valuable, not just in terms of the 'feel-good' and job satisfaction factor, but in terms of bottom line profitability and low staff turnover. So, here are three of twelve) types of people that you could benefit from a relationship with if you suffer from The Loneliness of the Entrepreneur.

1. **People who are already successful in your sector.** Yes, this can mean competitors. Seek

out a relationship with someone you admire who is already successful. This can seem scary at first, but what I've found over the years is that people love to be asked for advice. It's flattering and if you can find a mentor who will share their 'time' with you, either on the phone or face to face, then you will never be lost for ideas or motivation. I have two mentors at the moment, both of whom I can freely email or phone whenever I want – fantastic!

2. Connectors. If you go networking, you'll know that there are those people who know everyone. Those are the people who we call connectors and you know what? They'll connect you with other people if you ask and so build your anti-loneliness network. If you don't currently go networking, then **START TODAY**. There is no other more profitable way of building the relationships that can and will (if done professionally) transform your fortunes.

3. People who sing your praises. These may be clients who love what you do – or your mum! They'll shout your name from the rooftops and talk about how brilliant it is to do business with you. I know that I have often ignored these 'fans' as a great source of connection. Now that I regularly phone them and ask how they're doing and what do they think I could do next with my business idea, I get so many 'problems' sorted for me. I no longer have to do all the work myself.

This is just three of a list of twelve types of people to connect with. And if confidence is your issue because you don't feel comfortable about making these kinds of friendships, then give me a call.

In our work, we deliver learning through seminars known as *Inspirationist® Insights*. If this article has made you think and given you ideas, then attend one of our seminars in the future.

We cover a wide range of topics, all of which we guarantee will help your personal as well as your business relationships, and focus on developing profitable relationships, the kind that endure, giv-

ing your business solidity and longevity. Some of our seminars are free! Be one of the first ten people to call, and claim your FREE copy of my latest book *Psychologise Your Business – 101 sure-fire ways to get your business thinking straight*, call 0800 840 6093, and quote 'KOS November'.

• **Written by QJ The Inspirationist®.** Read other articles at www.theinspirationist.wordpress.com, see more at www.theinspirationist.com, email gj@theinspirationist.com, or call 0800 840 6093.

VIEW THIS CLIP ON

YouTube



See more from QJ in some of his inspirational videos on YouTube

For all your tiling needs...

MASSIVE selection of ceramic, glass and stone tiles

Covering the Thanet and surrounding areas of Kent;
our services are extended to Retail, Trade and Architectural

- Free quotations
- In-house Tiler with over 25 years experience
- Cutting service available
- Under-floor Heating
- Wet-room Tanking
- Marmox Insulation Boards
- Schluter products
- Mapei grouts

Opening Hours

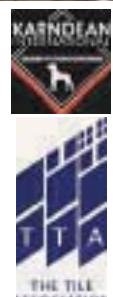
Monday to Friday: 08.30 till 5pm

• Saturday: 09.00 till 4pm • Sunday: Closed

187 Northdown Road, Cliftonville, Kent CT9 2PA

t: 01843 296603 f: 01843 296492

e: sales@cliftonvilletilecentre.co.uk



Kitchen door company grew from a simple newspaper advert

TRANSFORMING an existing kitchen with made-to-measure kitchen doors and accessories and getting the personal attention to detail offered by the Kitchen Door Company, means your food preparation can be conducted amidst great style.

It is a business which has shown itself to be increasingly popular as more and more people take advantage of friendly service, expert knowledge and superb quality products.

As an independent retailer, the company has got time to apply the personal touch when it comes to services.

Site visits to homes can be arranged or details bought into the showroom for consultation.

The firm is a Herne Bay-based replacement door company that offers high quality made-to-measure doors and accessories to transform a kitchen without having to go through the hassle of replacing the whole interior, saving time and money and saving the environment.

Rather than just a functional room the kitchen can become a stylish place to dine and entertain.

Now with 40 door designs in more than 40 colours there are over 1,600 combinations of styles to choose from at the company – which came about thanks to an advertisement placed with our sister paper Kent on Sunday.

And its special vinyl door collection is perfect to create both modern and traditional styles.



Founder Edd Briant said: "I have been in the kitchen trade for 25 years – from flat pack kitchens to bespoke 'up market' kitchens supplying to both retail and trade."

"Two years ago when work dropped off I started working from home and placed an ad with Kos Media for replacement kitchen doors just to see if there was a market for it."

"It took off big time, so much so that I could not cope with it and had to employ a member of staff and get a shop to work from. I now have two members of staff and two fitting teams to install products."

"We have a range of over 40 designs in 45 different colours that are made to fit any size kitchen unit. We replace existing doors, panels, cornice, pelmets and handles to make it look like a new kitchen."

"We also sell worksurfaces as well as sink and taps and anything to do with kitchens. We can add units or change existing layouts – all for a fraction of the cost of a new kitchen."

"To add that personal touch I will come to your home to measure or you can bring your measurements into our showroom."

The business has a website at www.kitchendoorskent.com and can supply only or install from a single door to a complete kitchen.

Look again at business funds

Dear Mr Cameron

I'm afraid your rhetoric about 'forensic, relentless focus on growth', and your planned £81bn of relentless cuts, are distractions from our main challenge today: our broken financial system.

Well-targeted cuts in public spending are necessary but UK PLC will only prosper if we re-invent banking to serve customers and the wider economy ahead of bankers and their shareholders.

Nouriel Roubini, who predicted the credit crash, has explained what all can see, the 'elephant in the room': Banks are deemed too big to fail and "it's back to business as usual, lots of leverage, lots of risky investments and return to high profits based on subsidies by the government, bonuses, salaries – you name it. So we're planting the seeds of the next financial asset bubble."

And the cost to Britain? Well, apart from the billions lost in industrial output, profits/taxes and jobs, a Bank of England official estimates the subsidy to British banks over the last three years at an annual aver-

age £59bn (see Financial Times leading article 22/10/10). And the financial markets expect a further £50bn from 'Quantitative Easing' early next year. This money will not aid the real economy, simply bankers will use it for proprietary speculation.

No wonder you need to show our international creditors that we are cutting public spending so hard. If, compared with your £81bn savings, £50bn-£60bn gets squandered on QE every year, our creditors are rightly sceptical. It is time for constructive action, not rhetoric to hide the lack of an effective strategy to re-finance the economy.

Business needs this re-financing. September's Trends Report by the Bank of England shows net lending to businesses falling for the past two years. Some large companies may be coping, but the British Chambers of Commerce Quarterly Economic Survey for Q3 2010 reports a marked slowdown in the pace of growth.

If private enterprise is to lead us through this recession, firms need adequate tools including access to sensible credit. Only then can they flourish to create jobs and economic growth.

THE KITCHENDOOR COMPANY

Showroom now open Why buy a new kitchen when you can change your doors



- Replacement Doors from £24.00
- **Doors made to measure to fit any existing kitchen**
- Work Surfaces
- Handles / Sinks & Taps
- **Also Complete kitchens made to your specifications**
- Over 40 Designs of Doors in 45 Different Colours

Alter your existing kitchen for a fraction of the cost of a new kitchen

Visit our website for special offers

www.kitchendoorskent.com

Nick Rowell runs his own company, The Portable Business School, and assists both Kent Invicta Chamber and the Federation of Small Businesses with regular Member Surveys in Kent. In this open letter he asks the Prime Minister to re-evaluate the business finance sector following the Spending Review



The Federation of Small Businesses' half-yearly survey for Kent shows that owner-managers tend to hang onto their staff, even when sales and confidence are down; whilst as sales pick up, confidence and hiring recover very slowly. So fostering small businesses maintains jobs. Moreover, this doesn't stoke inflation: most businesses forego some profit-taking to build future growth.

So, Britain must establish alternative institutions to the banks. We must make it attractive to invest in productive, real-economy UK businesses for those with spare cash. High-earners will be looking to replace the pensions tax allowance to be slashed from April. Please consider extending tax relief to convertible loans, not just equity participation. Entrepreneurs don't need co-founders, but co-funders.

Enlist institutions with sufficient 'reach', as well as stable cash-flow. Include mutuals such as Building Societies and businesses whose principal activity is not finance (eg supermarkets) that lend at realistic interest rates. Consider devoting one or more of our state-sponsored banks to traditional banking services.

This strategy lets big banks focus on their

global investment business, generating tax for the Exchequer whilst paying themselves what they please. No need to demerge their investment and retail arms to undo "Big Bang". We'd regain an effective supply side in commercial banking, without excluding big banks from competing or diminishing their scope to service the cash-rich.

We all want stable growth to support healthy public finances. This requires a healthy stock of businesses able to invest in their productive capacity. But they can't do it on the unrealistic credit terms set by big banks whose overriding cash worries and short-termist ambitions continue to hi-jack government policy.

Please act to re-establish a diverse banking sector, where institutions unencumbered by the dodgy mortgage "albatross" can compete and prosper.

All of us – not just the big banks – need access to realistic credit at affordable rates.

*Nick Rowell,
www.tpbs.co.uk.*

Award-winning reason people keep coming back to our county

GUEST house owners are the warm and friendly face of Kent who ensure visitors to the county go away with fond memories and look forward to returning – and Lynn Ruse is one of the best.

Lynn, who runs Barclay Farmhouse in Biddenden, won the title of Bed and Breakfast Employee of the Year at the Pride in Ashford and Tenterden Awards 2010. Her success should prove an inspiration for others to enter the 2011 awards.

Driven by her late father's belief that if a job is worth doing, it is worth doing well, Lynn is determined to make sure every guest enjoys their stay in the county.

"I like to look after my guests from the moment they make their booking. That includes meeting and greeting them on their arrival, chatting to them about local attractions to visit, arranging restaurant bookings and even providing transport if necessary," said Lynn.

"I take pride in providing a locally sourced and healthy breakfast so I shop for fresh ingredients every day."

Lynn's devotion to her work extends to a desire to win a National Tourism Award for Excellence in the future, one of the objec-



FRIENDLY FACE: Lynn Ruse won the title of Bed and Breakfast Employee of the Year this year

tives she set herself when she originally opened her Bed and Breakfast business.

"The appreciation and thanks you receive from guests at the end of their stay is very rewarding," she said. "It means I know they have enjoyed their time with us and can't wait to return."

"Customer service is so important, it's a necessary part of the guest package. We want our guests to be happy and have a memorable experience – one that keeps them coming back year after year."

The Pride Awards are part of the Celebrating Kent initiative led by Visit Kent raising awareness of the importance of leisure, tourism and hospitality businesses. The industry contributes more than £2.5 billion each year to the county economy and supports more than 50,000 jobs.

If you know someone who gives exceptional customer service, then the deadline for the 2011 Pride in Ashford and Tenterden Awards nominations is February 28.

For further information, or to ask for a nomination form, contact Visit Kent on 01622 696936, email: celebratingkent@kent.gov.uk.

You can also nominate online at www.visitkent.co.uk/prideawards.

TOP QUALITY FURNITURE FOR YOUR HOME

We have an extensive range of quality furniture including Pine and Oak with everything from Dressers and Tables to Beds and Wardrobes including Occasional furniture, Painted furniture, interesting gifts and a large selection of Mirrors all at factory prices and available in any finish.

Come and see our superior Ash range too!

We also offer a bespoke service so you can have furniture made to your own design!

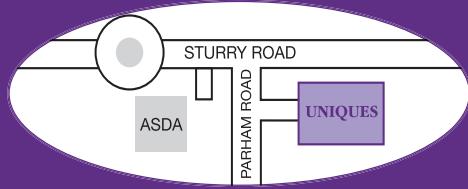


For all this and much more, visit our showroom today!

UNIQUES PINE, OAK & GIFTS

Parham Road, off Sturry Road,
Canterbury (opposite T.A. Barracks)
Open Monday-Saturday 10am-5pm, Sunday 10am-4pm

01227 479007 or see www.uniques-pine.co.uk



How going that extra mile has boosted business at a creative new media group

CREATIVE agency The Wow Factory has strengthened its client offering by establishing a dedicated new media group which has captured several high profile national and regional clients.

The unit, which specialises in creating dynamic websites, search engine marketing and social media strategies, has won a series of pitches for clients including The London Tombs, Specialist Golf, The Secret Gardens of Sandwich, Britelite and Regal Estates.

The team is headed by digital strategy specialist Adam Parsonage, who has eight years web development experience, and includes search engine optimisation and social media executive Heidi Robus, digital copywriter Jon Lane, and programmer Ricky Ellmore.

Says Simon Clubley, managing director of the Charing-based agency: "Creativity, technical expertise and great copywriting is essential if clients are to maximise the impact of their online marketing."

"It's the fastest-growing part of our business reflecting the national trend, as more and more clients appreciate that just having a website is not good enough – it has to work hard, and be properly integrated into their marketing plans."

The Wow Factory was founded four years ago, and also provides advertising, publications and event management to clients including Premier Foods, Checkmate Group, Monarch Chemicals, IPC,

Lansdown Place and the Reynolds Group.

For further information, please contact: Simon Clubley phone 01233 713946 or 07809 672939 or Richard Harvey, phone 01580 763605 or 07780 607209.



THE WOW FACTOR: The successful creative team at The Wow Factory are, from left to right, Adam Parsonage, Ricky Ellmore, Jon Lane and Heidi Robus who have increased business during the recession

the artroom

16 North Street Ashford Kent TN24 8JR

Original art,
ceramics, jewellery
& workshops

www.theartroomashford.co.uk



ASHFORD

your town centre
with a difference

www.ashford.towntalk.co.uk

Ashford
town centre
partnership



CMDL LTD

dance &
schoolwear

An independent family business supplying School, Dance and Club wear since 1997. Visit us for all your school uniform needs. Our experienced staff are here to help.

25 High Street, Ashford Kent, TN24 8TH

01233 630681

sales@cmdlstore.co.uk

www.cmdlstore.co.uk

ashford
tile
centre

01233 628845



• wall tiles
• floor tiles
• mosaics
• glass tiles
• terracotta
• natural stone
• underfloor heating

1-2 trafalgar house, elwick road (bank street), ashford

GZ Computers

For specialist goods and specialist knowledge visit us on the Lower Floor of County Square
Established in Ashford for over 15 years
PC & Laptop Repairs, Spares & Sales

www.gzcomputers.co.uk
e: [Sales@GZComputers.com](mailto:sales@GZComputers.com)
Tel: 01233 663996

10% DISCOUNT WITH THIS COUPON

J.J. Jewellers

Football Jewellery,
Ear Piercing
Gold Bought for Cash

15 Park Mall Ashford
Next to Wilkinsons
tel: **01233 630 510**

Print Junction

"We should be more expensive!"

Starting a new business?
Business Start-Up Packs
from only £99! VAT

Includes: 250 Business Cards
250 Compliments Slips & 500 Letterheads

01233 624462

5 Elwick Rd, Ashford,
Kent TN23 1PD
www.print-junction.co.uk

Right Track MUSIC SHOP

Friendly, professional advice on all
instruments, accessories & music books

Use this coupon & save 10%
when you spend over £10 in store Monday-Friday
Valid until 30.11.10

25-27 Tufton Street • 01233 662682
www.righttrackmusicshop.co.uk

Cannot be used in conjunction with existing offers or discounts.

◆ S A V I A ◆ GIFT SHOP

Unique Gifts, Home Furnishing,
Jewellery, Cards
Free Gift Wrapping Service

Use this coupon & save 10%
when you spend over £10
Valid to 30.11.10 (excl. Steiff Bears)

89 HIGH STREET, ASHFORD
01233 665892

Make Your Music Come Alive.

An Exclusive range of the best in
Home Entertainment

Free advice and demonstration

A 2010 UK Top 20 Hi-Fi Dealer

10% off all accessories

with this advert

Soundcraft Hi-Fi
60 High Street, Ashford
www.soundcrafthi-fi.com
01233 624441

Tiny Tots

ASHFORD

Ashford's oldest independent retail store; est. 1978
Personal Service, extensive range of baby clothes and equipment inc: **Silver Cross;**
Mamas & Papas; **iCandy;** **Eichhorn;**
BabyStyle and many more

Tiny Tots; The one stop Baby Shop
18 Elwick Road 01233 623511
www.tiny-tots-ashford.co.uk
tinytotsltd@aol.co.uk

Spa business

How Tim Flanagan took a salon back to its roots...and increased custom

A SALON and spa owner in Deal has turned the clock back in more ways than one.

Tim Flanagan took over The White House hair and body salon two years ago and has gone back in time to reinvent the business.

Mr Flanagan said: "I took over the existing business in March 2008 and some years ago it was previously called the White House, but it had been called several things in the mean time.



"I decided to change it back because we were still getting phone calls asking for the White House."

The qualified chiropodist has been working in Deal for more than 10 years, spending most of that time in a room he hired from the dental surgery next door.

Mr Flanagan added: "The shop here came up for sale and I had been looking for my own premises, so I took the gamble and decided to put the two businesses into one."

"I knew it was a risk because I didn't have a background in hairdressing and I didn't really know anything about it."

"I do know how to run a business though so I got in a manager and made sure I had the right staff."

It is the staff that Mr Flanagan employs that he believes is the backbone to the spa's success.

"I have a really good team and the key to a good business is the staff," he added.

"Without them, there is no business."

In his short tenure of the spa and salon, Mr Flanagan has made a great impression, not only with

is all White



CUT ABOVE THE REST: The White House hair and body salon in Deal's award-winning team

his staff, but also with his customers; an achievement that has been officially recognised.

Mr Flanagan said: "We won salon of the year in 2009/10.

"We received a glass trophy for it, but it is about getting the accolade.

"There are some very good salons, especially in London, so it means a lot to everyone to win it.

"We also stock the best products, such as Kérastase, which is world renowned and only certain salons can get it.

"Representatives from the company come and inspect the salons to ensure they are good enough.

"We have exclusivity in Deal and no-one else here is allowed to have it.

"We want to be as good as the top London salons but with a personal service – we know our customers by their first names."

In this time of austerity, businesses such as this are often the first to suffer, but by being independent, The White House is able to be swift on its feet and react to the market, ensuring that it continues to prosper, having grown by 400 per cent during 2009.

Mr Flanagan said: "I feel really proud that we are still here and we are not regressing but actually progressing and, considering the recession, we are making steady progress.

"We have that independence and autonomy to be able to change quickly."

Building specifically with farmers in mind

A KENT building group with a national profile has set up a new division aimed specifically at providing quality services to farmers across the south east.

Cole Agri-build will combine the renowned building skills of Cole Construct's Betherden workforce with the farming background of the well-respected Luke Alexander to provide general construction services and steel-framed buildings for the local agricultural industry.

Cole Construct was set up by Daniel Calnan in 2008 and has been growing strongly despite the recession. It has already gone from a one-man band to a five-strong team that includes in-house designer Danielle Petersmann.

Luke Alexander, who comes from a farming family and trained as a rural surveyor before working as a director of a diverse agricultural business, is looking forward to joining the Cole Group stable at the helm of Cole Agri-build.

"We think there is a real need for a good local service provided by a company that knows about farming as well as about building," explained Daniel, "and we are delighted that Luke is here to help with it."

Agri-build will also focus on renewable energy, working with farmers to help them benefit from the new 'feed-in tariffs' that offer a payback for every unit of electricity generated by a solar panel, wind



EXPERIENCE: Luke Alexander is joining the group turbine or biomass energy technology.

"The average barn roof could generate as much as £20,000 of income a year through having photovoltaic solar panels mounted on the roof," explained Luke.

The Cole Group also includes Four Seasons Fencing, run by Cole Construct co-director Graeme Allison. Another big player on the national scene, Four Seasons is currently installing fencing and vehicle barriers for the Westfield

Shopping Centre, adjacent to the main Olympic Park site in Stratford, East London.

With such comprehensive support from companies within the group, Cole Agri-build will be able to provide a complete design and build service to local farmers who know they can rely on Luke's expert advice.

"Farming is a specialist area and farmers like to deal with a building company that not only understands building but understands the issues associated with farming. At Cole Agri-build we bring together the right skills and experience to create a cost-effective, quality solution to on-farm building," Luke added.

Cole Agri-build can tackle all kinds of general construction work, repairs, extensions and diversification projects as well as designing and erecting steel-framed buildings for general and specialist uses.

Sister company Cole Construct is meanwhile putting the finishing touches to the new warehouse and office premises it has designed and built at Moat Way, Ashford, for SuperCups Vending.

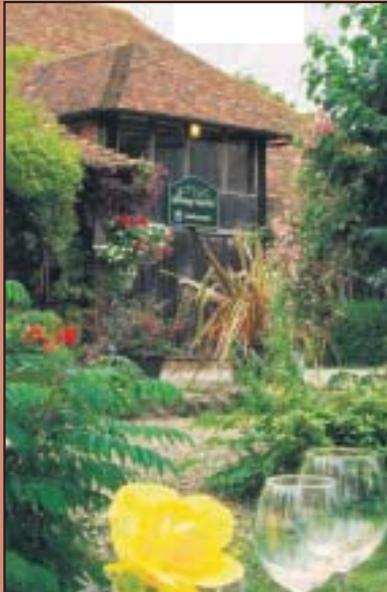
That combination of quality building, in-house design services and farming knowledge will be welcomed by farmers who would rather be out in the fields tackling 'the day job' while the experts look after the latest project back in the yard.

elvey farm
kentish to the core

Discover The Taste of Kent @ Elvey Farm

Local dishes made with
Local ingredients

Sample the gastro
history of Kent
(with a modern twist)
In our 16th Century
oak-beamed converted barn



Elvey Farm, Elvey Lane, Pluckley,
Kent TN27 0SU

01233 840 442

www.elveyfarm.co.uk
bookings@elveyfarm.co.uk

Chaucer
Outstanding customer service & technical excellence

Chaucer is a modern, forward thinking property maintenance company, set up to provide fast, efficient & cost effective maintenance solutions to clients in Kent

Every aspect of commercial and residential building work undertaken
Winter checks for your central heating



Chaucer

CONTRACTS | MAINTENANCE | GROUNDWORKS | FACILITIES | LANDSCAPING

t: Canterbury Office: 01227 712514 t: Ashford Office: 01233 811836

www.chaucerfacilities.co.uk

Accountants' new system to help beat the down turn

PH ACCOUNTANCY in Whitstable has taken an unprecedented step to help their clients in these difficult times. They have invested in one of the world's leading business growth and marketing systems, so clients can get FREE access to this valuable resource.

The 'Business Growth System' itself has helped to generate tens of millions of pounds worldwide for companies in over 250 different industries. It's a UK system; built, developed and improved over a 15 year period.

Commenting on this innovative scheme Andy Page, managing director of PH Accountancy said: "We are absolutely delighted to be launching this valuable time-tested resource to our clients. We have always sought ways to help our clients grow their businesses."

"Investing in one of the leading business growth and marketing systems, so our clients can get free and expert help shows how committed we are to helping our clients prosper during these tough times."

The Business Growth System is owned and developed by the Academy For Growth. Simon Organ, managing director of the Academy comments: "We are delighted to provide the Business Growth System to the clients of PH Accountancy, it's clear they are a forward-thinking firm of account-



DEDICATED: PH Accountancy has invested in The Business Growth System to assist clients' businessants who have a strong desire to see their clients succeed and prosper even during challenging economic times.

"PH Accountancy has recognised that accountancy firms have difficulty in differentiating themselves. However, by investing in the Business Growth System, PH Accountancy can now provide it free of charge to their clients, clearly demonstrating that not every accountant is the same. Ordinarily the system is available to buy for £1,175 for each business, so this commitment shows the steps PH Accountancy are prepared to take to help all their clients succeed and we applaud it."

For more information please phone 01227 277 667 or visit www.phaccountancy.co.uk.



THE Farriers Arms, at Mersham, is rapidly becoming one of the 'hottest' venues in Kent – and that's no surprise when one considers what it offers.

This 1606 pub has been fully restored and the seven-acre curtilage, with the fish-laden East Stour River running through it, is charming in the extreme. There is fine dining with exquisite food and surroundings, conventional dining and an excellent bar menu – not to mention the selection of free-house beers and wines. Two of these wines have been vinted in France and bottled exclusively for The Farriers, under The Farriers' name and under the name of the local hospice: the latter benefits from a generous donation from the profits.

Music to suit all tastes is available on a regular basis, both indoors and at open-air functions, in keeping with the mood of the occasion. Marquees can be hired in the field, or The Forge can be made available as a private function room.

The history of The Farriers Arms is clearly centuries old. James 1 sent ships to America in

Village pub is the new hub of the community

CROSSKEYS COACHES DAY TRIPS AND TOURS

November

Wednesday 10th	Brick Lane Music Hall
Saturday 20th	Santas Magical Kingdom, The Hop Farm, Kent
Saturday 27th	Romford Market
Saturday 27th	Brussels Xmas Market (2 Day Break)
Sunday 28th	Bruges Xmas Market
Tuesday 30th	Westfield Shopping Centre

December

Wednesday 1st	Bluewater or Lakeside
Friday 3rd	Brick Lane Music Hall
Monday 6th	Afternoon Cite Europe
Wednesday 8th	Camden Lock Town & Markets
Friday 10th	London Lights & Sights
Saturday 11th	Santas Magical Kingdom, The Hop Farm, Kent
Sunday 12th	Lille Xmas Market
Monday 13th	Valkenburg, Netherlands (5 Day Break)
Saturday 18th	Thursford Xmas Spectacular
Sunday 19th	Calais Xmas Market

(SOLD OUT)

£34.00

£16.00

From £93.00

£32.00

£17.00

£16.00

(SOLD OUT)

£14.00

£17.00

£16.00

£34.00

£33.00

£265.00

£59.00

£17.50

Saturday 8th

Saturday 15th

Saturday 22nd

Sunday 23rd

Saturday 29th

Monday 7th

Saturday 12th

Friday 18th

Saturday 19th

Thursday 24th

Saturday 26th

Monday 7th

Friday 11th

Saturday 12th

Wednesday 16th

Thursday 17th

Friday 18th

Saturday 19th

Wednesday 21st

Friday 25th

Saturday 26th

January

Brentcross Shopping Centre

£13.50 (SOLD OUT)

Brighton Ice Show

£16.00

Bluewater or Lakeside

£36.00

Brighton Ice Show

£36.00

Brighton Ice Show

£36.00

February

Afternoon Cite Europe

£15.00

De Panne

£21.00

Brick Lane Music Hall

£39.00

Ostend

£26.00

Boulogne

£25.00

Disneyland, Paris

£70.00

March

Afternoon Cite Europe

£15.00

Royal Tunbridge Wells

£12.50

De Panne

£21.00

Brick Lane Music Hall

£35.00

Boulogne

£25.00

The Stitch & Craft Show 2010 at Olympia

£23.00

London Zoo

£27.00

Sluis

£35.00

Ideal Home Exhibition

£28.00

Bruges

£33.00

Pick up's from Dover, Folkestone, Cheriton, Hythe and Ashford or park for free at our depot.

2011 BROCHURE AVAILABLE SOON To book call **01303 272625** or visit **www.crosskeys.uk.com** Crosskeys Business Park, Caesars Way, Folkestone, Kent CT19 4AL



covers for the new extended anvil restaurant which is extremely successful – you will need to book in advance for Friday and Saturday nights.

The beautiful restaurant with its folding doors opening onto the garden, patio and the river frontage.

And not least, the micro brewery has now been finished and will be brewing its first batch of beer

very shortly.

The new a la carte menu can be seen on the website along with the bar menus at www.thefarriersarms.com. The Christmas menu will be available from November 30 where large parties can be catered for in either the large restaurant or forge function room.

Also on sale shortly is tickets for New Year's Eve, an evening which includes a black tie gala buffet, bar and disco where tickets cost just £40 or £5 if you prefer to make use of just the bar and disco instead.

The next event is fireworks on November 6 where there will be children's entertainment. The evening will start with music by the Lostres Hombres from 6:30pm and the fireworks set to music will start at 7:30pm. This will be followed by the lighting of the giant bonfire at 8pm. Also available is hot mulled wine, bar and hog roast or BBQ. Tickets are on sale from the pub, families (two adults, two children) £15 or £20 if bought on the night.

The Farriers is managed by June Ballard, and the Head Chef is Richard Bayliss, Gerald is Maitre D and there is a charming and elegant complement of waitresses and kitchen staff. All would welcome your coming to sample the wealth of sustenance and entertainment that The Farriers has to offer.

Farriers Arms, The Forstal, Mersham, Ashford, Kent TN25 6NU. Phone 01233 720 444. www.thefarriersarms.com.

that year, to set up the first permanent English settlement there – in Jamestown. But the recent story began only last year, in March 2009.

At that time the pub came on the market, as a part of Punch Tavern's divesting of its assets, and the pub had become totally dilapidated in fabric and was closed.

But local businessman and entrepreneur, Richard Bishop, was so appalled by the uncertain future of the village pub that on April 23 – St George's Day – he incorporated a registered private company (Farriers Arms Kent Ltd) and put in an offer of purchase. When the offer was accepted, Richard gathered together a host of villagers and friends to invest, such that by June 12 the pub had been fully purchased.

The amount of work to renovate and extend the premises, including the voluntary efforts of the shareholders, cannot be overplayed. The effort by families has been phenomenal. Roofing repairs were necessary, rotting floorboards were replaced and everything has received several coats of paint.

Local joiner and cabinet-maker Lenny has built the new bar, literally from scratch, having to hunt for antique doors to re-fashion into the stunning bar with a polished oak top complemented by the solid brass foot-rail that formerly graced the bar at The Mariners' Mission, in Hong Kong.

A new kitchen has been built to serve the various dining areas, where there is now 55



HIGHLY COMMENDED: The London Beach Country Hotel in Tenterden was recognised at the Kent Environment Awards

Pure luxury and relaxation that doesn't cost the environment

LONDON Beach Country Hotel in Tenterden was highly commended at this year's Kent Environment Awards.

The awards, run by Kent County Council, recognise and reward Kent businesses for innovative environmental and community work they undertake. London Beach was a finalist at the awards and recognised for its consideration to the environment while developing the spa and golf course last year.

More than £3 million was invested into the hotel to develop environmental technologies including: solar panels; heat recovery system; new LED lights and a sustainable irrigation system using rain run-off and water diversion systems.

These investments resulted in approximately nine million litres of water and more than 48,000kW of electricity saved each

year. During construction of these processes, much thought was put into how the hotel could reach its full environmental potential.

"I am delighted that the work we have put into developing the hotel to ensure it is environmentally friendly has been recognised by these respected awards," said Pierre Edmonds, owner of the hotel. "We'll continue to ensure we save energy and resources and shall take into consideration environmental impacts when we plan future developments to the hotel."

Situated in the charming Weald of Kent, the London Beach Country Hotel is perfect for a retreat in the countryside. Guests are welcomed to take advantage of its spa, health club and parkland golf course.

Please visit www.londonbeach.com for more information.

Best kept secret in Hythe

B&D Specialist Cars



The SAAB specialists

Servicing, MOT, Air Con, Full Diagnostics.

All vehicles catered for including

Light Commercials. Collection and

delivery, also courtesy cars

Tyres, batteries and exhausts

all at good prices

www.banddspecialistcars.co.uk

Trading since 1990, celebrating our 21st year

Range Road, Ind est, Hythe

01303 264700

Escape to The White House this Christmas ...

(you know you deserve it!)



Age Defying Facials, Cleansing Body Treatments
Relaxing Stone Massage, Rejuvenating Body Wraps
All exclusively using organic Pevonia Botanica products

the white house
spa body treatments, facials & therapy room

From £15

A one-stop shop for all your MOT needs

AN Ashford garage has revitalised premises it moved out of at the beginning of 2009 to create a local MOT business within walking distance of the town centre.

When D+D Autos moved to its new, purpose-built premises in Moat Way, Orbital Park a year and a half ago, it brought to an end a quarter of a century of service at its old Victoria Road premises.

While the jumble of buildings it left behind were not up to the job of providing a 21st century service and repair facility, they were handy for the town centre and were missed by a number of Ashford customers.

Now the family business, headed by Derek Pestridge, has reopened part of the old site as MOT Express Ashford under the care of long-serving employee Alan Crawford, one of the most experienced MOT testers in the area.

Alan has been testing local vehicles for the best part of 25 years and has been with D+D since February 1993. He's delighted to be at the helm of the Victoria Road business and is offering a dedicated MOT service that is proving ideal for people who work in the town.

"Our new premises at Moat Way offer first class facilities for service, repairs and MOTs, but some of our old customers liked the fact that they used to be able to walk into town while their car was being tested," explained Lorraine Fuller, D+D Autos' operations manager.

"As well as being useful to those customers, MOT Express Ashford has helped to boost trade in the town itself and has allowed us to take on another tester, which is a little bit of good news during these difficult times."



EXPERIENCE: MOT expert Alan Crawford

Driving a successful business

THE Vauxhall franchise, situated in London Road, Bapchild, (on the A2) has been operating since 1992 and prides itself on the quality of service it provides together with its commitment to the community.

The family firm was established after managing director, David Pomphrey, acquired the business and assets of a former Vauxhall dealer at the site.

Now in its 19th year, Pomphreys has evolved into a one-stop shop for drivers offering a wide choice of new and used cars, from the compact Agila to the premier Insignia, together with a range of vans. It also offers servicing and repairs, a parts department, an MOT centre and an accident repair operation.

Marketing manager Kathy Skipp believes the company's ethos of quality and customer care has seen it through several economic

down-
turns
and



AWARD-WINNER: The London Road Vauxhall franchise is a family run firm priding itself on quality of service endeared itself to the community.

She said: "It's a great place to work. There's a good atmosphere and team spirit. We take pride in what we do and we try to understand the needs of each customer individually.

"We have a tremendous amount of repeat business. Some of our customers bought a car from us nearly twenty years ago and have kept coming back and now their children have come to us for their first car. That's very satisfying."

If the quality of service is important to Pomphreys then so is its workforce – evident by staff retention levels with some clocking up more than thirty years.

Finding independent evidence of Kathy's testi-

monial isn't difficult. The company holds an investor in people status – awarded by the British Standards Institute (BSI) – recognising Pomphreys' efforts in leading, managing and developing the people who run its operation.

BSI has also approved the company for the quality management systems in place.

Kathy says unlike other independent dealers the conditions of the Vauxhall franchise is a further guarantee of quality.

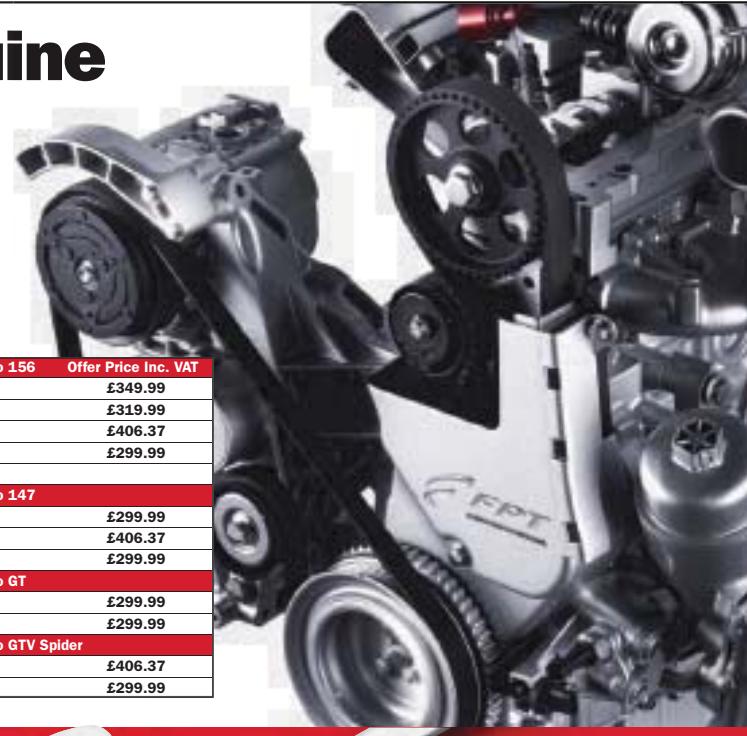
"As a franchise we are approved by Vauxhall to sell their cars and in order to do so we must comply with a strict set of rules, regulations and standards. We are regularly spot checked."

Pomphreys has shrewdly built up solid ties with the community in Sittingbourne and surrounding areas sponsoring and supporting hundreds of groups and good causes over the years.

Keep Your Alfa Romeo Genuine with Northgate... ...and save up to £100.

When you have your Timing Belt replaced between September and November 2010

- Take advantage of this offer before the **VAT rise in January**.
- Choose your Alfa Romeo from the list on the right or call **Kim** or **Adrian** for a personalised quote for your car.
- All Alfa Models covered including: **147, 156, GTV Spider and GT Models**.
- All engine sizes covered including: **1.6, 1.8, 2.0TS and JTS and 2.5 V6**.
- All **Genuine Parts** Fitted by **Factory Trained Technicians**.
- Plus Drive the Fantastic **New Alfa Romeo Mito** as a **Free Courtesy Car** for the day or let us collect and deliver your car personally.



Alfa Romeo 156	Offer Price Inc. VAT
1.6 TS	£349.99
1.8 TS 16v	£319.99
2.0 TS	£406.37
2.0 JTS	£299.99
2.5 V6	
Alfa Romeo 147	
1.6 TS	£299.99
2.0 TS	£406.37
2.0 JTS	£299.99
Alfa Romeo GT	
1.8 TS 16v	£299.99
2.0 JTS	£299.99
Alfa Romeo GTV Spider	
2.0 TS	£406.37
2.0 JTS	£299.99

Alfa Romeo Annual Service and MOT for cars 3 years plus for only £129.99



Northgate Alfa Romeo

Northgate, Canterbury, Kent CT1 1FW

Tel: 01227 829930

Alfa Services



PROVIDING exemplary customer service is the key factors in building a successful business.

That is the view of Adrian Pile, sales manager at Northgate Alfa Romeo garage in Canterbury a business that has stood the test of time.

Not far from Canterbury Cathedral, the dealership has been trading in its current form as an Alfa garage for more than 15 years.

Treating the customers with the respect is the main reason why the business has been successful, says Adrian.

"We always do our upmost to make sure that people who come to us for whatever reason are given the very best we can offer. It's our main aim," he said.

"It's important that customers have trust in you and what you're doing and that is something we strive for. It is nice for them to come in and meet the same staff and recognise us so we can build up a real relationship with the customers. It's something we take pride in and always have."

"It makes a big difference when customers come back to a dealership and see the same face each time, it enables you to build up a bit of rapport with them and helps you understand their needs to a greater extent. We don't treat people as a number here. We are always straight with people and don't just tell them what they want to hear, by giving them any old flannel. We tell them how it is and spell out all the options."

The dealership has a dozen staff under Adrian, but selling the most emotive and historic of Italian cars is only part of its operation.

Body repairs, servicing, free estimates and MOTs are also under their remit.

Adrian said it was making sure everything is down to the highest of standards that is also a factor in Northgate Alfa's ongoing story.

He said: "All our parts are the official Alfa Romeo ones. If you use the trade parts then you find that they may not fit, wear out quickly or fail, whereas ours are guaranteed for 12 months, which offers customers real piece of mind."

Steering customers to what they really need

'Success comes from being straight with people and giving them options'



HIGH STANDARDS: Customer service is the number one priority at Northgate Alfa Romeo garage in Canterbury where selling beautiful cars is only part of the business

Adrian said that he still enjoys the work and has never seriously considered leaving Northgate Alfa.

"I've been here 30 years now and I've had

other opportunities but always decided to stay here as I like it so much."

"We used to be a Renault dealership before we changed to Fiat in 1992, then also got Alfa in

1994, which was a big deal for us as it's such a great brand. We just outgrew the site, doing both Fiat and Alfa from here so split it, and now have a Northgate Fiat in Westminster Road."



Baileys Nissan

Driving down the cost of motoring



MOT's

£29.95



FREE

Winter Health Check



Service & MOT's

£95*



Winter Air Conditioning Service

ONLY £29

Whatever make or model you drive!!!

*On vehicles up to 2000cc

BAILEYS NISSAN

Westminster Road,
Vauxhall Ind. Estate,
Canterbury CT1 1YY

**01227
766777**





Hyundai i10
i can up to £1,700
Trade & Upgrade allowance



Hyundai i20
i can £2,000
Trade & Upgrade allowance



Hyundai i30
i can £3,000
Trade & Upgrade allowance

Trade &
Upgrade

fiveyear
warranty

www.huundai.co.uk

Canterbury Hyundai 01227 783 300 Vauxhall Road, Canterbury CT1 1HD www.canterbury-hyundai.co.uk

The Trade and Upgrade Programme enables eligible customers to obtain a minimum part exchange value for a qualifying vehicle when purchasing a new Hyundai i20 at a participating authorised UK Hyundai dealer by 27 December 2010. The £3,000 allowance offer is for the purchase of a new Hyundai i10, including i10 Classic with metallic paint that qualifies for a £5,150 allowance and 10 Classic as Electric, Red, Solid Pearl paint that does not qualify for the Trade and Upgrade offer. The scheme is subject to the terms and conditions of the programme - see www.hyundai.co.uk/tradeupgrade or ask your local dealer. All vehicles are subject to availability at participating Hyundai dealers. The Trade and Upgrade Programme cannot be used in conjunction with any other offers. Warranty terms and exclusions apply - see www.hyundai.co.uk/termsoftrade or www.hyundai.co.uk/sysearlywarning or ask your local dealer.

Fuel consumption in MPG(l/100km) for Hyundai Range: Urban 28.9 (10.9) - 57.6 (4.9), Extra Urban 39.8 (7.1) - 74.3 (3.8), Combined 33.2 (8.5) - 67.3 (4.2) CO₂ Emissions 225 - 110 g/km.



To get in the driver's seat of the New Mazda5, call us on 01227 783400.

Canterbury Mazda

Vauxhall Industrial Road, Canterbury, Kent, CT1 1HD. 01227 783400.

www.canterburymazda.co.uk

Their official fuel consumption figures in mpg (1/100km) for the New Mercedes-Benz E-Class (1993) are 46.1 (6.4), Extra Urban 47.1 (6.0) – 61.4 (4.6), Combined 39.2 (7.2), CO₂ emissions (g/km) 168 – 138.

KENT'S LEADING SOFA AND CHAIR EXPERTS WITH 3 FLOORS OF AMAZING SAVINGS!

This is it - for one week only...

Less than

Half Price

Plus, further reductions

FREE
DISPOSAL
OF YOUR OLD SUITE
THROUGHOUT KENT

FREE
IMMEDIATE
DELIVERY

Ends this Sunday. Don't miss out.



2 SEATER & CHAIRS AVAILABLE

Windsor luxury sofa.
Was £599

Now £299
Choice of colours

Benito luxury leather sofa 3 seater.
Was £999

Now £579
Immediate delivery from stock

Kent 3 seater & 2 manual
recliner actions. Was £1499

Now £799
Choice of colours

Recliner chairs.
Was £799

Now £299
Choice of colours

Fireside fabric chairs.
Was £459

Now £197
Choice of colours

Leather suites • Fabric suites • Loose cover • Modern & classic suites
Sofa beds • Recliner suites • Corner suites • Chesterfields • Recliner chairs

WAS £999
SAVE £710

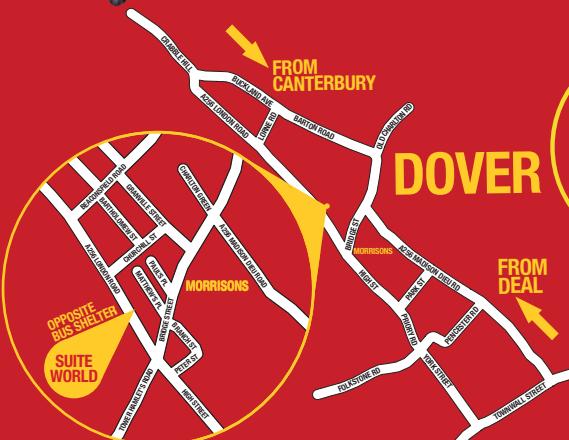
Callum luxury
pocket sprung
leather sofa.Soft luxury Italian
leather 100%.
Incredible value.
Immediate delivery
from stock.

Now £289
Choice of colours

WAS £1499
SAVE £800

Dorchester lift
& rise recliner.
Available in
leather or fabric.
Incredible value.
Immediate delivery
from stock.

Now £699
Choice of colours



Suite World

01304 242422

Bank House (the old Lloyds Bank), 9-11 London Road, Dover, Kent CT17 0ST
Open Mon-Fri 9am-5pm Sat 9am-4pm Sun 10am-2pm | www.suite-world.co.uk



Job No. 44724

SAVE £600

Seville maple wood dining table
& 4 chairs. Was £999

Now £399
Immediate delivery from stock

INCREDIBLE PRICE

Roma suite. 3 seater & 2 chairs
or 3 seater & 2 seater.
Was £1499

Now £899
Choice of colours

UNBEATABLE PRICE

Ethan corner suite. Left or right
hand facing. Was £1099

Now £599
Choice of colours

BUY BRITISH



New Lynton by Sherbourne.

From £599
Choice of colours

MATCHING FOOTSTOOL £69

Leather swivel recliner chairs.
Was £499

Now £179
Choice of colours

Grim tale of deadly bodysnatchers deserves to be dead and buried

■ BY DAMON SMITH

THE murderous exploits of two Irish immigrants, who terrorised the streets of 1820s Edinburgh, provide the inspiration for John Landis's ghoulish black comedy.

Opening with a succinct disclaimer – "This is a true story... except for the parts that are not" – Burke & Hare wraps the grisly facts in a shroud of slapstick, sickly romance and anachronistic sight gags.

When the titular body snatchers unearth their very first coffin, loyal skye terrier Greyfriars Bobby sits watching them atop his owner's grave, more than 30 years before the real John Gray shuffled off his mortal coil in 1858.

Dr Lister, who was barely out of his mother's womb when the real murders began, is a figure of fun because of his halitosis, while Charles Darwin, who was at least in the Scottish capital at the time, warrants an aside.

Screenwriters Piers Ashworth and Nick Moorcroft struggle to strike the right tone.

The mix of black comedy and tragedy isn't so much bad taste as completely tasteless.

Irish scallywags William Burke (Simon Pegg) and William Hare (Andy Serkis) return home to learn that one of their elderly lodgers has passed away.

A conversation with grave robber Fergus (David Schofield) reveals that medical professor Dr Knox (Tom Wilkinson) will pay three pounds for a fresh cadaver to use in his anatomical demonstrations.

"I thought that life here was supposed to be cheap," asks Hare.

"It is, but the price rockets when you're dead," smirks Fergus.

Demand far outstrips supply and soon Burke and Hare are helping the ageing and the infirm to meet their maker a tad earlier than expected.

While Hare keeps his wife Lucky (Jessica Hynes) sweet with a cut of the profits, Burke



GLOOMY: Simon Pegg and Andy Serkis as grave robbers Burke and Hare, and right, Isla Fisher as Ginny

invests his share in an all-female production of Hamlet, fronted by aspiring actress Ginny (Isla Fisher), and the increasingly prolific Dr Knox crosses scalpels with traditionalist rival Dr Monro (Tim Curry).

Unfortunately Burke & Hare is as stiff and lifeless as the unfortunate souls that the eponymous duo deliver to the surgical slab.

Pegg and Serkis share lukewarm screen chemistry and the script doesn't provide them with any decent one-liners.

Curry camps it up as best he can to offset the gloomy, grey production design, but a running gag about his foot obsession is lame.

The screen is littered with pointless cameos, including Christopher Lee as an ill-fated lodger, Paul Whitehouse as a drunkard and Stephen Merchant as one of the King's footmen.

So much talent going to waste.

At the end of the film, cameras venture inside Edinburgh Anatomy Museum and linger on the skeleton of the real life William Burke, which is well preserved more than 180 years after the murderer swung from the gallows.

Landis's film will be dead, buried and forgotten in a couple of months, if it's lucky.



BURKE & HARE 
Certificate PG



BIG DAY: The Wedding House planners are waiting to make dreams come true



YOUR TV REVIEW

WEDDING HOUSE: Channel 4, Tuesday, 8pm
THE APPRENTICE: BBC1, Wednesday, 9pm

I FIND Wedding House quite upsetting.

In the best light, loved-up couples with a taste for glitz and glamour leave one of the most precious days of their lives in the hands of a team of professional planners who will make their wedding dreams come true.

In reality, couples, only some of whom seem to love each other, are given fancy dress weddings by five individuals who find it insulting if you want to bring your own shoes. To your own wedding.

The 45-minute programme packs in four couples a week. Some of them have a lovely day. Some of them are even ready to get married.

Sam and James have been together for years, seem very happy, and throw themselves into their bizarre yet stylish Alice in Wonderland wedding. Although one can't help but feel

■ BY JENNY ARMSTRONG

a bit sorry for James. Sam has already had her church wedding with a previous husband – this is all James gets.

But Sen and Hus nearly don't get married because the groom throws a strop about the colour of his trousers, and a pair of ageing swingers renew their vows with a dungeon theme.

Some weddings are fun to watch, but sometimes it is just embarrassing.

THE new series of The Apprentice seems to have dredged up the worst group of nincompoops yet.

If you like watching adults behaving like schoolchildren, and I mean the Lord of the Flies brand, you will like this.

As in previous incarnations two teams of high-fliers, who nonetheless are incapable of proper speech ('karmically they will be retributed' – genius) take on business tasks and a member of the losing team is fired.

At stake is a six-figure salary as apprentice to the business guru Lord Sugar, so the in-fighting gets rough.

Unfortunately two candidates who seemed most like decent human beings have already left.

Unemployed graduate Raleigh Addington left after his Army brother was critically injured in Afghanistan, and surgeon Shippy Robati was fired because he was capable of admitting to his mistakes.

On a positive note, having some of the nice guys out of the way makes the ensuing catfight much more enjoyable. It no longer feels like witnessing a banker kicking a puppy.

Picture: PA PHOTO/ENTERTAINMENT FILM DISTRIBUTORS

Need a comfy chair? We've got them!

MASSIVE SAVINGS ON A WIDE RANGE
OF HIGH QUALITY RECLINER LIFT AND RISE OR STANDARD CHAIRS ALL FROM STOCK



Dorchester Lift & Rise Electric Action Recliner
Pocket sprung for maximum comfort
Available in chocolate brown, soft leather or soft chenille mink fabric



WAS £1199
NOW ONLY
£499

**FREE
IMMEDIATE
DELIVERY
& DISPOSAL
OF YOUR
OLD CHAIR
THROUGHOUT
KENT**



Sardinia Electric Action Recliner
Pocket sprung with wonder neck and shoulder support.
Available in black, brown or burgundy soft leather



WAS £999
NOW ONLY
£499

Capri Electric Action Recliner
Pocket sprung for maximum comfort
Available in beige soft fabric, very hard wearing



WAS £799
NOW ONLY
£499

Arizona Electric Recline or Manual Action Recliner

Pocket sprung for maximum comfort
Available in chocolate brown, black or cream luxury leather

WAS £799
NOW ONLY
£399

Como Manual Action Recliner
Pocket sprung for maximum comfort
Available in a soft stone luxury fabric, very hard wearing



WAS £599
NOW ONLY
£299

Bravo Push Back Recliner
No handle very easy to use
Available in black, cream, burgundy or brown



WAS £799
NOW ONLY
£299

Wing Chair
High back & more upright so easy to sit down & stand up from
Choice of colours



WAS £459
NOW ONLY
£197

Leather Tub Chairs
Complete with free footstool
Choice of colours



WAS £399
NOW ONLY
£199

Leather Swivel Recliners
Complete with free footstool
Available in cream or brown soft leather



WAS £499
NOW ONLY
£199

Comfi Sit from Sherborne
Available in any combination



FROM
ONLY
£599

Kent's leading sofa and chair experts

**FREE
PARKING
OUTSIDE
ON LONDON
ROAD**



New Lynton from Sherborne
Available in any combination



FROM
ONLY
£599

WE ALSO HAVE 3 FLOORS OF AMAZING OFFERS ON LEATHER & FABRIC SOFAS, CHAIRS & CORNER SUITES!

Leather suites • Fabric suites • Loose cover • Modern & classic suites • Sofa beds • Recliner suites • Corner suites • Chesterfields • Recliner chairs

Call Suite World now on 01304 242422

Bank House (the old Lloyds Bank), 9-11 London Road, Dover, Kent CT17 0ST | Open Mon-Fri 9am-5pm Sat 9am-4pm Sun 10am-2pm | www.suite-world.co.uk

MOTORS NEWS



Hyundai's downsizer comes with all the toys

HYUNDAI cranks up competition in the mini-MPV sector from November 18 with the launch of its roomy yet compact ix20, priced from £11,595.

The niche was identified by the Honda Jazz, but the trend for downsizing has increased demand and choice and the Hyundai will appeal not just on pricing, but also with its five-year warranty.

Standard features kicking off three trim levels include height-adjustable driver's seat, air con, six airbags plus active head restraints, and six-speaker sound system with MP3/USB input.



Lexus hybrid cuts costs without compromise

LEXUS has announced an attractive entry price of £23,485 for its all-new CT200h executive hatchback hybrid.

With a road tax-exempt 94g/km CO2 emissions, potential average mpg of nearly 70 and a 10 per cent benefit-in-kind company car tax rating plus the upmarket badge, the petrol-electric model should make company car user choosers think twice.

But buyers will need to opt for mid-grade SE-L (£25,200) for the true executive leather seats, with heated front ones.



C3 gets Cherry aid to boost Picasso's sales

IT probably didn't need it, but Citroën's award-winning C3 Picasso MPV (from £12,695) has been updated and is now available with an ultra-low emission 110bhp diesel and six-speed gearbox.

The 90bhp sister diesel is also sold in a Blackcherry special edition (£15,195), with cherry red and black detailing, plus high spec including roof bars, cherry red diamond-tipped alloys, air con, cruise control and USB/Bluetooth connectivity.

All C3 Picasso diesels now escape road tax in year one and the whole range has energy-saving Michelin tyres.



DISTINCTIVE: The almost all-new Saab 9-5 delivers everything you'd expect from the brand – turbocharged generous spec, comfort, acres of space, and traditional design

Saab back from the brink with powerful new twist

ROAD TEST SAAB 9-5

■ BY STEVE LOADER

STAR QUALITY

Driving appeal



Image



Space



Value



Running costs



Reliability



Green rating



parking assistance and all-wheel drive.

The engine line-up is all turbocharged – what did you expect from the turbo master brand? – and includes a 1.6-litre petrol unit that concedes little in performance to the slightly dearer diesel entry model, though fuel consumption is markedly inferior.

The 160PS (157bhp) 2.0-litre Vector SE diesel we tested feels heavy and, like standard versions of the Insignia – not as nimble as you come to expect from BMW and Audi rivals.

But the ride comfort and long-distance cruising ability is impressive, with loads of space for those in the back and a massive boot.

The cabin isn't gaudy or innovative, but just carefully laid out in the Saab way; aficionados like to think Saab dashboards can trace their lineage back to the aviation parent company.

The powertrain and six-speed auto gearbox matches this refinement and the front-end styling won't let you down in the office car park.

I think the designer's hand strayed a little towards the rear of the car, but this opinion started a lively debate whenever I raised it with colleagues, so it's one of those "beauty is in the eye of the beholder" motors.

• Email newsdesk@yourkent.co.uk



**SEE MOTORSTV FOR
MORE ROAD TESTS
BY STEVE LOADER @
yourkenttv.co.uk**

Need a new car? Then visit www.carsforkent.co.uk



Adamsons of Deal and Dover.

The best way to beat the VAT increase.

Don't pay any.



ORDER YOUR NEW

60 REG
TODAY



If you order your car before 2011 we'll pay the VAT.* 0% APR typical† also available.

Ex Demo Clearance Sale

10 Plate Skoda Superb 1.9 TDI Estate

Air Con, Aqua Blue, Only 3000 miles. **ONLY £15,995***

10 Plate Skoda Octavia VRS

in black, 18" Alloys, Full VRS Sports Pack. **ONLY £16,995***

10 Plate Skoda Octavia 1.4 SE TSI

Alloys, Air Con, Aqua Blue. **ONLY £12,995***

10 Plate Skoda Fabia 1.4 TDI Sport

16" Alloys, Air Con, Privacy Glass, Sports Pack, Under 2000 miles, Only £35 per year road tax. **ONLY £9495***

10 Plate Skoda Fabia 2. 1.4 TDI

Aqua Blue, Air Con, Alloys, Only £35 per year road tax. **ONLY £8995***

10 Plate Skoda Fabia, 1.2, 5 Door

Storm Blue. **ONLY £8195***

59 Plate Skoda Fabia, 1.2, 5 Door

Corrida Red, Air Con, Central Locking. **ONLY £7995***

Used Cars

05 Skoda Octavia 2.0 TDI PD Ambiente 5-Dr Hatchback

Finished in Satin Grey Metallic with a Black Cloth interior, 47,800 miles. £6,995

58 Plate Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,995*

54 Plate Skoda Fabia 1.2 HTP (54 BHP) Classic 5-Dr Hatchback

Finished in Dynamic Blue Metallic with a Black Cloth interior, 48,500 miles. £3,995*

Other Makes

2008 Mitsubishi Lancer 1.6 Equipe 4-Door Saloon

Finished in Metallic Gunmetal Grey, Manual, 21,800 miles. Was £7,995* **Now £6,995***

2006 Ford Ka 1.3 3-Door Hatchback

Finished in Colorado Red with a Black Cloth interior, 56,500 miles. Was £3,995. **Now £3,295***

2004 Volkswagen Touran 1.6 S (100BHP) 7-Seat

Finished in Blue Metallic with a Grey Cloth interior, 50,500 miles. £6,995 **Now £6,495***

07 Plate SEAT Ibiza 1.4 16v Style

Silver, FSH, 1 owner from new, 16,190 miles. £6,495*

2006 Fiat Punto 1.2 Active 5-Door Hatchback

Finished in Astral Blue Metallic with a Black Cloth interior, 41,430 miles. £4,495*

2002 Daewoo Tacuma 1.6 SE 5-Door MPV

Finished in Imperial Blue Metallic with a Black Cloth interior, 59,500 miles. £2,995, **Now £1,995***

*Correct at time of going to press.

Taxi plan available – from the manufacturer of happy drivers



Adamsons of Deal and Dover
137a Dover Road, Walmer, Deal, Kent
A family run business serving the area since 1975

Tel: 01304 381 300
www.adamsons-skoda.co.uk

*VAT reduction (based on the applicable VAT) available on all Fabia (excluding vRS), Roomster and Octavia new car retail orders taken before 31 December 2010. Reduction applied to the RRP including factory fitted optional extras and is equivalent to the VAT applicable at the time. VAT is still applicable and will be shown on the customer's invoice. †0% APR typical is subject to a minimum 50% deposit and available over two years for orders taken before 31 December 2010 (subject to vehicle availability). Only available on Fabia Elegance, Scout and vRS, Octavia L&K, Scout, vRS and 4x4, and Roomster Scout new retail sales. Indemnities may be required. Subject to status. Available for over 18s. Excludes the Channel Islands. Skoda Finance. Freepost Skoda Finance. Offers may be varied or withdrawn at anytime. Prices and specifications are accurate at time of print. Model shown varies from UK specification. Official fuel consumption in mpg (litres/100km) for the Skoda range: Urban 19.6 (14.4) – 68.9 (4.1), Extra Urban 36.2 (7.8) – 94.2 (3.0), Combined 27.7 (10.2) – 83.1 (3.4). CO₂ emissions for the Skoda range 89 – 237g/km.



Your local BMW & Mercedes Benz Specialists



2006 BMW 318D SE TOURING

ESTATE, 2.0L DIESEL, METALLIC BLACK, HIGH MILEAGE, MAINTENANCE SCHEDULE AVAILABLE, 1 PREVIOUS OWNER, MAIN DEALER SERVICE HISTORY, ALLOY WHEELS, AIRCON, ELECTRIC WINDOWS AND MIRRORS, REAR HEATING CONTROL, MANUAL, PARKING SENSORS (PDC), AIRBAGS, SPLIT TAIL GATE, CUP HOLDERS. COMES WITH NEW MOT AND FULL SERVICE, WARRANTY INCLUDED

£7495

2000 BMW 530D SE TOURING

ALLOY WHEELS, GREEN, 3.0L DIESEL, LEATHER SEATS, PARKING SENSORS (PDC), SPLIT TAIL GATE, AIRCON, AIRBAGS, ELECTRIC MIRRORS AND WINDOWS, AUTO, ELECTRIC SUNROOF, HEATING CONTROL REAR, FULL SERVICE HISTORY, 127326 MILES, 1 PREVIOUS OWNER. COMES WITH NEW MOT AND FULL SERVICE, WARRANTY INCLUDED

£4995

2001 BMW 325SE TOURING XREG

2.5L, 109000 MILES PETROL, MANUAL, BLUE, ELECTRIC WINDOWS, POWER STEERING, AIRBAGS, ABS, FULL SERVICE HISTORY. COMES WITH MOT & FULL SERVICE. WARRANTY INCLUDED.

£3495

1996 BMW 523I SE

4 DOOR SALOON, 2.5L PETROL, GREEN, 2 PREVIOUS OWNERS, ELECTRIC MIRRORS AND WINDOWS, CENTRAL LOCKING, AIR CON, AIRBAGS, PART SERVICE HISTORY, MANUAL, 118080 MILES, COMES WITH NEW MOT AND FULL SERVICE, WARRANTY INCLUDED

£2295

2003 MERCEDES VANE0 CDI AMBIENTE

MPV, 69463 MILES, 1.7 DIESEL AUTO, METALLIC SKY BLUE, 1 PREVIOUS OWNER, FULL SERVICE HISTORY MOSTLY MAIN DEALER, PARKING SENSORS (PDC), FOLDING REAR SEATS, ELECTRIC MIRRORS AND WINDOWS, SLIDING SIDE DOORS, CENTRAL LOCKING, ESP, AIRCON, ABS, AIRBAGS, ALLOY WHEELS. COMES WITH NEW MOT AND FULL SERVICE, WARRANTY INCLUDED

£5295

2003 MERCEDES A140 CLASSIC

5 DOOR HATCHBACK, 1.4 PETROL, GREEN, MANUAL, ABS, ELECTRIC MIRRORS, ELECTRIC WINDOWS FRONT, AIRBAGS, SERVICE HISTORY, 1 PREVIOUS OWNER, 45720 MILES. COMES WITH NEW MOT AND FULL SERVICE, WARRANTY INCLUDED

£3995

1998 TOYOTA RAV 4 VX

ESTATE, 2.0L PETROL, BLUE, 2 PREVIOUS OWNERS, LEATHER SEATS, AUTO, ALLOY WHEELS, AIRCON, PART SERVICE HISTORY, ELECTRIC MIRRORS AND WINDOWS, ELECTRIC SUNROOF, AIRBAGS, 85280 MILES. COMES WITH NEW MOT AND FULL SERVICE, WARRANTY INCLUDED

£2495

Service work also undertaken on any make or model

Fault Finding, Diagnostic, Mechanical Faults, Laser Wheel Alignment

JAC Motor Enterprises

West Hythe Rd, West Hythe, Hythe, Kent CT21 4NT

Feel free to call us on **01303 261922**

Fancy a new set of wheels?



CarsforKent.co.uk

The smart way to find a car in the County

POWERED BY KOS MEDIA

KENT CAR Sales & Finance

KENT'S LEADING FINANCE SPECIALIST

PAST FINANCE PROBLEMS?
WE COULD HELP - PHONE TODAY

ALL FINANCE APPLICATIONS ACCEPTED!!!
Typical APR 24.5%

FINANCE IS AVAILABLE

CCJS * ARREARS * DEFAULTS WE CAN HELP

For our latest stock list visit
www.kentcarfinance.co.uk
01227 719419

Wealden Forest Park, Herne
(between Canterbury and Herne Bay)

HERNE BAY ASHFORD CANTERBURY

WEALDEN FOREST PARK ENTRANCE INTO WILDWOOD



2006/06 PLATE
PEUGEOT 407 2.0
HDI DIESEL 136
SE 4 DOOR
SALOON

Midnight black met, black cloth interior-aircon-6 speed manual-c/d player-alloys-front fog-multi air bags-alarm and immobiliser-e/w-smart satnav-one owner from new-f/s/h

£5995



2002/52 PLATE
TOYOTA MR2
ROADSTER VVTI
CONVERTIBLE
LTD EDITION 1.8

Citrus met-black leather interior-aircon-td ed alloys-abs-air bag-upgraded stereo system-alarm & immobiliser-e/w-rarely available in ltd ed colour-service history

£4995



2006/56 PLATE
SEAT LEON
1.9TDI STY-
LANCE 5 DOOR
HATCH

Sunset red-black cloth interior-aircon-rear parking sensors-e/w-c/d system-alloys-multi air bags-front fogs. Very well looked after, fun to drive with great fuel economy and a full service history.

£6995



2007/07
RENAULT SCENIC
1.6 AUTOMATIC
VVTI DYNAMIQUE
28K FSH

Sandringham met-dark grey charcoal interior-aircon-twin glass sunroofs-alloys-cd player-e/w-new card start system-alarm & immobiliser-c/c-front fogs-front wiper system-1 owner from

£6495



2003/53 FORD
KA 1.3 COLLEC-
TION 2 3 DOOR
HATCHBACK

Mediterranean blue met-grey cloth trims-colour coded-e/w-p/a/s-coded stereo with cd player/air bag protection-a super little runaround with only 56k-excellent value at only

£2995



2006/06 VAUX-
HALL ASTRA 1.6
CLUB 5 DOOR
HATCHBACK

Panacotter silver met-dark grey cloth-aircon-abs-multi air bags-cd player-multi function steering wheel-alarm and immobiliser-e/w-f/s/h and only one owner from new offered at only

£4995



2006/06 PLATE
FORD FOCUS 1.6
LX 5 DOOR

in flint grey metallic with contrasting black cloth interior-air conditioning-remote control central locking-electric windows-multi air bag protection-system-drivers seat height adjustment-c/d at only

£4995



2004/54 PLATE
VOLKSWAGEN
BEETLE TDI
DIESEL 3 DOOR

Stardust met silver-black cloth interior-aircon-heated front seats-front fogs-e/w-rear parking sensors-c/d player-multi air bags-this is car offers great fuel economy and a real pleasure to drive.

£5995



2001 LANDROVER
FREELANDER 2.0
TD4 ES DIESEL 5
DOOR

in midnight blue metallic with contrasting grey leather interior, air con, electric windows, electric folding adjustable door mirrors, c/d in-car entertainment, multi function steering wheel, alloys only

£4495



2007/07 PLATE
VAUXHALL
ASTRA EST LIFE
1.3CDTI DIESEL

in pacific blue metallic with contrasting black cloth interior-air conditioning-multi air bag protection system-remote control central locking-c/d in-car entertainment system-electric windowsat only

£4995



2000 VAUXHALL
ZAFIRA COM-
FORT 1.6 16V 7
SEATER

Silver met-dark grey cloth interior-aircon-e/w-stow and go rear 7 seats-cd player-e/w-electric wing mirrors-roof rails-abs-fully colour coded-an excellent value 7 seater offered at only.

£2995



2004/54 RENAULT
GRAND ESPACE
AUTOMATIC
DIESEL INITIAL 7
SEATER

Nightfire blue met-sand leather/suede-aircon-sat-nav-cd player-abs-air bags-card start-c/c-alarm & immob-auto wipers-auto lights-abs-auto t/c-e-w-only 63k miles-f/s/h.

£8995



07/57 PLATE
MITSUBISHI
OUTLANDER ELEGANCE DI-D
7 SEATER

Stardust met silver-black leather-aircon-alloys-e/w-cd player-c/s-satnav-front seats-multi func steering wheel-elec sunroof-6 speed-15000 miles from new and full service history

£16995



2002/52 PLATE
VOLKSWAGEN
GOLF 1.9TDI SE
100BHP 5 DOOR

in forest green metallic with contrasting black cloth interior-electric windows-remote control central locking-air conditioning-alloy wheels-onboard computer-c/d in-car entertainment system-

£4495



2001/51 PLATE
RENAULT ESPACE
THE RACE 7
SEATER.

Stardust met silver-black cloth-alloys-aircon-remote control stereo-e/w-front fogs-this 7 seater has lots and lots of extras and with only 62k miles from new shows really good value for money.

£3995



2003/53
RENAULT ESPACE
2.2 DIESEL INI-
TIAL 7 SEATER

Majenta red met-sand leather/suede-aircon-sat-nav-cd player-abs-air bags-card start-alarm & immob-abs-auto t/c--the highest spec you can get-f/s-h

£5995

PART EXCHANGE DEALS - NO SENSIBLE OFFERS REFUSED ON PART EXCHANGES

2000/X PLATE VW GOLF 1.6 SE 5 DOOR IN RACING GREEN METALLIC-AIR CON-E/W-C/L TAXED AND MOT£1995

1999 S PEUGEOT 306 1.9TD MERIDIAN ESTATE, MET SILVER, 1/2 LEATHER INTERIOR, GOOD CONDITION, TAXED & MOT£1495

2000 SEAT LEON S 1.4 5 DOOR - BLUE METALLIC-POWER STEERING-C/L-E/W-LONG MOT AND TAXED£1495

1999 T REG PEUGEOT 206 1.9 D SE DIESEL-5 DOOR-MAJENTA RED METALLIC-PAS-E/W-STEREO-ALLOYS-A/C-PAS£1495

W REG HONDA ACCORD 2.0 VTEC SE 5 DOOR-GREEN METALLIC-A/C-E/SRFOOF-E/WINDOWS-STEREO-CD-PAS£1495

2001 DAEWOO MATIZ SE+ IN BRILLIANT ORANGE METALLIC-PAS-E/W-STEREO/CD-ALLOY WHEELS- MOT AND TAXED£1495

T REG CITROEN XANTIA 2.0 AUTO ESTATE-MET BLUE-FULL BLACK LEATHER INTERIOR-AIR CON-ELECTRIC£1295

1998 R FORD ESCORT 1.8TD GHIA ESTATE, MET RED, CONTRASTING DARK GREY CLOTH INTERIOR, ALLOYS, AIR CON, TAXED & MOT£995

1999 FORD FIESTA 1.25 GHIA-GREEN-5 DOOR-MOT & TAXED£995

N REG FORD MONDEO LX 1.8 ESTATE-BLUE-POWER STEERING-E/W-STEREO-CENTRAL LOCKING-SUNROOF-NEW MOT AND TAXED£695

Every car comes with

5 YEARS 0% TYPICAL APR

& from only £99 deposit.

Right now at Invicta Ford we are offering you our **BIGGEST EVER** used car deal. For a limited period we have up to 5 years 0% finance on **EVERY SINGLE USED CAR**. With deposits from as little as just £99 it really is the time to buy!

0% APR Finance

08 Plate Ford Matiz



Cash Price	Deposit	Balance to Finance	34 Monthly Payments
£3999	£1199.70	£2799.30	£77.75
First Instalment	Final Instalment	Total Amount Payable	0% APR
£77.75	£78.05	£3999	

0% APR Finance

08 Plate Ford Ka



Cash Price	Deposit	Balance to Finance	34 Monthly Payments
£4499	£1349.70	£3149.30	£87.48
First Instalment	Final Instalment	Total Amount Payable	0% APR
£87.48	£87.50	£4499	

0% APR Finance

02 Plate Ford Focus 4dr



Cash Price	Deposit	Balance to Finance	22 Monthly Payments
£3399	£99	£3300.00	£137.50
First Instalment	Final Instalment	Total Amount Payable	0% APR
£137.50	£137.50	£3399	

0% APR Finance

05 Plate Vauxhall Agila



Cash Price	Deposit	Balance to Finance	22 Monthly Payments
£3999	£1199.70	£2799.30	£116.63
First Instalment	Final Instalment	Total Amount Payable	0% APR
£116.63	£116.81	£3999	

IT'S OUR BIGGEST OFFER YET!

Invicta Ford
For a better motoring experience

OPEN 7 DAYS A WEEK MON-FRI 8.30am-7.00pm

Margate Road,
Westwood Thanet CT12 6SJ
Tel: 0844 856 4131
Low cost call

SAT 8.30am-5.30pm SUN 10.00am-4.00pm

Photos and model details - www.invictamotors.com

Cars shown for illustration purposes only. *Finance subject to status. Guarantees and indemnities may be required. Terms and conditions apply. Details correct at time of going to press.

If you don't see the car you are looking for, call us, we will be able to find it for you!

C-MAX

07 FORD C-MAX ESTATE 1.6 STYLE 5DR NON STANDARD COLOUR, 7500 MILES	£7499
57 FORD C-MAX ESTATE 1.8 STYLE 5DR NON STANDARD COLOUR, 22957 MILES	£7799
57 FORD C-MAX ESTATE 1.8 STYLE 5DR NON STANDARD COLOUR, 20779 MILES	£7699
57 FORD C-MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 25717 MILES	£7999
08 FORD C-MAX ESTATE 1.6 STYLE 5DR NON STANDARD COLOUR, 20004 MILES	£7699
08 FORD C-MAX ESTATE 1.8 ZETEC 5DR BLUE, 14650 MILES	£8899
57 FORD C-MAX ESTATE 1.8 STYLE 5DR NON STANDARD COLOUR, 16248 MILES	£7699
57 FORD C-MAX ESTATE 1.6 STYLE 5DR NON STANDARD COLOUR, 10697 MILES	£7799
07 FORD C-MAX ESTATE 1.8 STYLE 5DR NON STANDARD COLOUR, 25971 MILES	£8199
57 FORD C-MAX ESTATE 1.8 STYLE 5DR NON STANDARD COLOUR, 13621 MILES	£6999

FIESTA

59 FORD FIESTA PETROL HATCHBACK EDGE 3 DR 1.25 82PS STAGE V NON STANDARD COLOUR, 12915 MILES	£7999
59 FORD FIESTA HATCHBACK 1.25 EDGE 3DR NON STANDARD COLOUR, 12040 MILES	£7999
59 FORD FIESTA PETROL HATCHBACK EDGE 3 DR 1.25 60PS STAGE V NON STANDARD COLOUR, 12457 MILES	£7999
59 FORD FIESTA PETROL HATCHBACK EDGE 3 DR 1.25 60PS STAGE V NON STANDARD COLOUR, 16078 MILES	£7999
59 FORD FIESTA PETROL HATCHBACK EDGE 3 DR 1.25 60PS STAGE V NON STANDARD COLOUR, 11520 MILES	£7999
57 FORD FIESTA HATCHBACK 1.25 STYLE 3DR SOLID - BLAZER BLUE, 18066 MILES	£5999
09 FORD FIESTA DIESEL HATCHBACK 1.4 TDCI ZETEC 3DR NON STANDARD COLOUR, 27948 MILES	£8999
09 FORD FIESTA DIESEL HATCHBACK 1.25 LX 5DR ZETEC 1.4 TDCI 68PS BLACK, 6429 MILES	£9899
X FORD FIESTA HATCHBACK 1.25 LX 5DR 1999 BLUE, 70000 MILES	£1899
09 FORD FIESTA HATCHBACK 1.4 ZETEC 5DR AUTO BLUE, 16329 MILES	£9299
06 FORD FIESTA 1.25 STYLE 5DR CLIMATE NON STANDARD COLOUR, 59527 MILES	£4299

FOCUS

59 FORD FOCUS DIESEL HATCHBACK 1.8 TDCI ZETEC S 5DR METALLIC - SEA GREY, 27139 MILES	£11399
55 FORD FOCUS PETROL HATCHBACK ZETEC 5 DR HATCHBACK 2.0 DURATEC 145 PS STA NON STANDARD COLOUR, 75816 MILES	£5999
07 FORD FOCUS 1.8 TDCI SPORT 5DR EURO 4 GREY, 29635 MILES	£7399
52 FORD FOCUS 1.8 TDI LX 4 DR RED, 50800 MILES	£3399
06 FORD FOCUS HATCHBACK 1.6 LX 5DR SOLID - COLORADO RED, 82215 MILES	£6399
57 FORD FOCUS HATCHBACK 1.6 STYLE 5DR NON STANDARD COLOUR, 7042 MILES	£7699
55 FORD FOCUS 1.6 ZETEC 5DR 115 CLIMATE PACK NON STANDARD COLOUR, 38761 MILES	£5999
03 FORD FOCUS DIESEL ESTATE 1.6 TDCI LX 5DR SILVER, 160000 MILES	£1999
57 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR CLIMATE PACK SILVER, 9035 MILES	£7999
09 FORD FOCUS COUPE CABRIOLET 2.0 CC 2 ZDR AUTO NON STANDARD COLOUR, 37346 MILES	£10999
09 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR BLUE, 33562 MILES	£8299
58 FORD FOCUS DIESEL ESTATE 1.8 TDCI ZETEC 5DR BLACK, 37441 MILES	£6999
09 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR NON STANDARD COLOUR, 33072 MILES	£7999
09 FORD FOCUS PETROL HATCHBACK ZETEC 5 DR 5 HATCHBACK 1.6 DURATEC 100 PS STA NON STANDARD COLOUR, 34880 MILES	£7899
09 FORD FOCUS DIESEL HATCHBACK 2.0 TDCI TITANIUM 5DR NON STANDARD COLOUR, 37752 MILES	£10399
09 FORD FOCUS DIESEL HATCHBACK 1.6 TDCI TITANIUM 5DR 110 DPF NON STANDARD COLOUR, 38454 MILES	£10199
09 FORD FOCUS HATCHBACK 1.6 ZETEC 5DR NON STANDARD COLOUR, 34319 MILES	£7899
56 FORD FOCUS C MAX ESTATE 1.6 ZETEC 5DR NON STANDARD COLOUR, 37633 MILES	£7399
07 FORD FOCUS C MAX ESTATE 2.0 ZETEC 5DR AUTO NON STANDARD COLOUR, 13592 MILES	£7899

FUSION

54 FORD FUSION ESTATE 1.6 2 5DR NON STANDARD COLOUR, 37766 MILES	£4999
03 FORD FUSION ESTATE 1.4 2 5DR GREY, 27009 MILES	£3999

KA

08 FORD KA PETROL HATCHBACK KA STYLE 3 DR HATCHBACK 1,31 STAGE IV MOONDUST SILVER METALLIC, 27155 MILES	£4499
59 FORD KA PETROL HATCHBACK STYLE + 3 DR 1.2 69 PS BLUE, 3159 MILES	£7799
58 FORD KA HATCHBACK 1.31 ZETEC 70 3DR CLIMATE NON STANDARD COLOUR, 30845 MILES	£5699

MONDEO

55 FORD MONDEO SALOON 2.0 ZETEC 4DR NON STANDARD COLOUR, 94963 MILES	£4999
57 FORD MONDEO DIESEL HATCHBACK 2.0 TDCI GHIA 5DR NON STANDARD COLOUR, 37229 MILES	£10899
51 FORD MONDEO 2.0 LX 5DR AUTO METALLIC-MACHINE SILVER, 70000 MILES	£19999
52 FORD MONDEO DIESEL ESTATE 2.0 TDCI TITANIUM X SPORT 5DR NON STANDARD COLOUR, 72011 MILES	£9899

OTHERS

03 VAUXHALL VECTRA 1.8I CLUB 4DR SILVER, 45000 MILES	£3499
W KIA CEED 1.6 5DR PEARL-SATURN BLUE, 72344 MILES	£2499
04 VOLKSWAGEN POLO 1.4 E 3DR METALLIC - ARTEMIDE GREEN, 29000 MILES	£2399
08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITION 1.0 FLAIR 5DR SILVER, 30873 MILES	£3999
08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 30845 MILES	£3999
08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 24014 MILES	£3999
08 CHEVROLET MATIZ HATCHBACK SPECIAL EDITIONS 1.0 FLAIR 5DR SILVER, 22899 MILES	£3999
09 MITSUBISHI LANCER SALOON 1.6 ELEGANCE 4DR AUTO NON STANDARD COLOUR, 10000 MILES	£6499
03 PEUGEOT 206 1.4 5DR AC METALLIC - ONYX BLACK, 90000 MILES	£2399
55 SAAB 9 3 1.8T LINEAR 2DR METALLIC - GLACIER BLUE, 47225 MILES	£7899
55 VAUXHALL AGILA 1.2I 16V DESIGN 80 5DR PEARL-BLACK SAPPHIRE, 30488 MILES	£3999
03 VAUXHALL AGILA ESTATE 1.2I 16V DESIGN EDITION 5DR SILVER, 16459 MILES	£3699
07 MITSUBISHI COLT HATCHBACK 1 C23 5DR NON STANDARD COLOUR, 40159 MILES	£5499
08 MINI COOPER 1.6 3DR NON STANDARD COLOUR, 9929 MILES	£11299
52 MINI COOPER S 1.6 3DR METALLIC - ELECTRIC BLUE, 55215 MILES	£6399
56 VAUXHALL CORSA 1.2I 16V SXI+ 80 3DR METALLIC - METRO BLUE, 31093 MILES	£4999
52 LAND ROVER FREELANDER 2.0 TD4 ES HARDBACK 3DR METALLIC -WHITE GOLD, 82340 MILES	£4799



GO ONLINE AND...

- Get your vehicle valued.
- Book your Service.
- View live videos of our stock
- View over 3000 vehicles in group stock



PROPERTY NEWS

Rise in property prices damage chance of sale

ASKING prices for UK property rose by three per cent during October, research shows.

The average home for sale has seen an increase in price of just over £7,000, according to property website Rightmove.

For the past three months the housing market suffered falling prices and the number of homes on the market is remaining close to an all-time high.

The research indicates that sellers are refusing to adjust to these new market conditions.

Rightmove explained that what it called "bullish pricing" is typical of the autumn property market and vendors often struggle to react to both new stock and market changes.

The property portal also indicated that many sellers are likely to be disappointed as evidence shows that high prices can damage chances of selling the property.

Miles Shipside, director of Rightmove, said: "It is a sign that many sellers are not experiencing high levels of financial stress, but can't afford to accept a lower price if they are to make their sums stack up for the next move."

Drop in number of high end homes on market

THE value of the UK's most expensive properties has fallen by 1.5 per cent over the past year, figures from Primelocation.com have revealed, despite a slight decrease in the availability of stock.

Top value homes in Kent did not fare as badly as those in other parts of the UK, according to market analysts.

London saw the biggest monthly falls in value for the highest-end stock, dropping by 2.4 per cent between August and September 2010, while prime properties in Wales fell by 5.8 per cent over the year.

Primelocation.com believes the two main reasons for falling values are fewer wealthy individuals looking to buy property from abroad, as well as higher taxes prompting more of the UK's rich to emigrate.

SALES of properties worth £1 million and over have risen by 118 per cent in the past year, according to new figures from Halifax.

Although sales over £1m represent a tiny proportion of the UK property market as a whole, shares of all sales have risen from 0.5 per cent in the first six months of 2009, to 0.9 per cent in the same period of 2010.

A spokesman said: "The increase reflects the weakness in sterling and the relatively strong housing market in the south east."



AIMING HIGH: Eric Pickles (pictured below), the communities and local government secretary, has pledged to upgrade thousands of affordable homes for low-income families

150,000 new homes as part of reforms to social housing

THE Government has cut the social housing budget by more than 50 per cent, from £8.4 billion over the previous three-year period to £4.4 billion.

However, it says that it will invest £4.5bn in 150,000 new affordable homes over the spending review period.

It will also carry out a major reform of social housing in this country, said Chancellor George Osborne while outlining changes made in the 2010 Comprehensive Spending Review.

Included in this reform will be a shift in responsibility to local councils and a scheme which allows social landlords to charge tenants a weekly rent between social and market rates.

In addition, more than £2bn has been allocated to the Decent Homes programme,

BY NICK AMES

which improves housing for vulnerable people.

Other changes include a new cap on Local Housing Allowance to single claimants under 35 who are living in the private rented sector.

They will now be restricted to the rate for a single room in a shared house rather than in a one-bedroom property.

Eric Pickles, communities and local government secretary, said: "We have seen that the old system of house building simply did not work.

"We are making the money available and delivering the reform to build and upgrade thousands of affordable homes for people on lower incomes over the next four years."

These cuts are likely to attract controversy due to plans to subsidise budget cuts by forcing those on housing benefit to pay a higher rent.



IF YOU ARE THINKING OF MOVING, TAKE A LOOK AT HOMES AND DEVELOPMENTS ACROSS THE COUNTY @ yourkenttv.co.uk

BLACK & WHITE ESTATES LTD

www.blackandwhiteestates.co.uk

**ASHFORD £85,950**

One bedroom purpose built flat in the Newtown area of Ashford. Accommodation consists of lounge, kitchen and bathroom. In very good order this would be an ideal purchase for a first time buyer or investor.

**WILLESBOROUGH £155,000**

Victorian semi detached property offers three bedrooms, lounge/diner that has many original features including an open fire with hearth, fitted kitchen also a south-facing garden. Perfectly situated for easy access to Ashford's rail and road links.

**ASHFORD GP £130,000-£145,000**

This is a 3 bedroom terraced property situated a short walk away from Ashford town centre and train station. The property benefits from a good-sized lounge/diner, kitchen with a utility room, plus an easy maintainable garden.

**GODINGTON PARK £125,500**

Situated in the popular area of Godington Park is this very well presented 1 bedroom home. The remaining accommodation consists of lounge, double glazed conservatory and bathroom. To the rear is a low maintenance garden and allocated parking.

**ORCHARD HEIGHTS £115,000**

Ideal first home in the popular Orchard Heights area. The accommodation consists of lounge, bedroom, kitchen, bathroom and downstairs cloakroom. To the front is allocated parking for one car. Close proximity to both the A20 and M20 and Ashford's town centre.

**KENNINGTON GP £119,995-£129,995**

Two bedroom ground floor flat in the popular location of Kennington. Further accommodation consists of a lounge, kitchen and family bathroom. To the side of the property is a single garage with additional off road parking.

**WILLESBOROUGH OIEO £170,000**

End of terrace 4-bedroom family home in Willesborough area. Additional accommodation consists of Lounge, Kitchen / Diner, Downstairs Cloakroom and Conservatory. Parking is provided to the rear with the added benefit of a single garage. CHAIN FREE

**GODINTON PARK GP £224,995-£234,995**

Four bedroom detached home in the Godinton Park area. Further accommodation consists of lounge, separate dining room, kitchen, downstairs cloakroom and family bathroom. There are front and rear gardens, off road parking and larger than standard single garage.

**SINGLETON OIEO £165,000**

Delighted to be offering this 3-bedroom end of terrace home. Arranged over two floors further accommodation consists of lounge/diner, fitted kitchen, family bathroom and downstairs cloakroom. Parking is provided by the allocated parking space and single garage.

**SINGLETON GP £194,995-£204,995**

Three bedroom home is located in the popular area of Singleton Hill. It benefits from a Master bedroom with en suite bathroom, cloakroom, fitted kitchen, lounge and conservatory. There is off road parking and a single garage.

**SINGLETON OIEO £244,995**

Detached 4 Bedroom family home in the area of Singleton. Accommodation consists of one with en suite shower room, lounge, kitchen/diner and family bathroom. There are front and rear gardens, garage and off street parking.

**KINGSNORTH GP £285,000-£299,950**

Four-bedroom family home, set in the Kingsnorth area. Further accommodation consists of lounge, separate dining room, high spec fitted kitchen, downstairs cloakroom, family bathroom, en suite shower room, integral garage and off street parking for two cars.

**KINGSNORTH £269,995**

Situated in sought after Knights Park this four bedroom detached family home consists of lounge, separate dining room, fitted kitchen, utility room, en suite to master, family bathroom and downstairs cloakroom. There is a single integral garage and off road parking.

**HIGHLAND PARK GP-£275,000-£295,000**

Detached family home for sale in the often requested location of Highland Park. The accommodation comprises of 4 bedrooms, 3 reception rooms, lounge, fitted kitchen, family, en-suite shower room, downstairs cloakroom and utility room. There is a garage and off road parking for two cars.

**PARK FARM £290,000**

Detached family home in the ever popular location of Park Farm. The accommodation consists of 4 bedrooms, en-suite to master, lounge, separate dining room, kitchen, utility room, study, cloakroom and family bathroom. To the rear are (in our opinion) generous gardens mainly laid to lawn. Parking is provided by the double garage and off road parking for approximately 2 cars.

BLACK & WHITE

ESTATES LTD



01233 613613

01303 210335

FOR SALE

www.blackandwhiteestates.co.uk
Open 7 days a week until late

**GODINTON PARK GP £335,000-£350,000**

Five bedroom detached property set in a popular location, this property benefits from 2 reception rooms, utility room, downstairs cloakroom, three en suites and a family bathroom. Other essential qualities double-glazing, central heating and a garage.

No sale no fee guarantee
Call today and book your free valuation

Ashford
01233 613613

Folkestone
01303 210335

Our Town Centre offices are open
longer hours than any other
local Estate Agent.
Choose the right agent to sell your home!

OPEN 7 DAYS A WEEK UNTIL LATE

**THINKING OF
SELLING OR ALREADY
ON THE MARKET?
WE OFFER VERY
COMPETITIVE SOLE AND
MULTI AGENCY RATES
PLEASE CALL
FOR FURTHER
INFORMATION**

01233 660444



KENNINGTON

Vaulted ceiling in the dining room is a delightful feature of this extended semi, which also has 110ft rear garden, three bedrooms, large sitting room, kitchen, utility room, cloakroom, main bathroom & double width drive. Ideal family home well presented throughout.

£193,995



ESTABLISHED 1992

**57 High Street, Ashford, Kent TN24 8SG
Tel: 01233 660444**



CLOSE TO TOWN

Classic do'er up'er three bedroom semi det house, walk dist from town victoria park and ips. Sitting/dining room, wet room. kitchen, rear garden not overlooked drive and garage.

**PRICE GUIDE
£165,000 TO £180,000**



STANHOPE

Just move in and sit down as vendor prepared to sell this semi det home furnished, three large bedrooms, main bathroom, sitting room, large kitchen/diner, cloakroom, cul de sac position, gas heating & double glazing. No chain.

£132,000



SINGLETON HILL

There is a conservatory and adjacent garage with this sought after three storey town house three bedrooms (master en suite) family sized kitchen.

£225,000



MERSHAM

Executive det property on quarter acre plot in sought after village. Four bedrooms (master en suite) main bathroom, sitting room, dining room, garden room, large kitchen, utility room, double garage, laundry room with shower. Well kept gardens oil fired heating. Rarely available must be seen.

£385,000



SHADOXHURST

Enlarged rural family semi on generous plot backing onto fields, three bedroom (master en suite) attic room, sitting room, dining room, large breakfast room, kitchen, sep utility room, g/f bathroom, double garage, oil fired heating & double glazing.

£249,995



SINGLETON

This is a rarity detached apartment with two bedrooms, kitchen built in apps, bathroom, sitting room, garage with utility space, gas heating, double glazing. No chain, must be seen.

£139,995



SINGLETON HILL

Attractive double fronted town house enjoying views to the downs. Set over three floors cloakroom, sitting room, kitchen/diner, utility room, four bedrooms (master en suite) main bathroom, and separate shower room. Double garage, double width drive priced to sell.

£239,995



WILLESBOROUGH LEES

Corner plot position, four bedroom detached property. With double garage in sought after location. Cloakroom, sitting room, conservatory, kitchen/breakfast room, utility room, master bedroom with en suite. Main bathroom & summer house with hot tub.

£299,995



GODINTON PARK

Keenly priced four bedroom detached house, on sought after development. Cloakroom, family sized kitchen / diner, sitting room, main bathroom, good sized garage, attractive rear garden not overlooked, gas heating, double glazing no chain.

£229,995



WILLESBOROUGH

Last one remaining brand new one bedroom ground floor flat with off road parking kitchen with built in oven and hob bathroom with shower sitting/dining room with patio doors.

£110,000



CLOSE TO VICTORIA PARK

Impressive town house with conservatory and garage, cloakroom, large kitchen / breakfast room, dining room / bedroom 4 first floor, sitting room, three further bedrooms (master en suite) main bathroom double glazed & gas heating.

OIEO £199,995



WILLESBOROUGH

There is a playground at the bottom of the 100ft garden of this recently re-furbished sought after semi detached property now offers new kitchen new bathroom with separate shower cubicle.

OIEO £195,000

www.connells.co.uk
www.rightmove.co.uk
www.zoopla.co.uk



Connells

Riverbank Way

£600pcm



- 2 Bedroom apartment
- Willesborough

- NOW LET
- MORE NEEDED!

Lakemead

£440pcm



- Studio Apartment
- Singleton

- LET ON 1ST VIEWING

Barleymow View

£625pcm



- 2 Bedroom Apartment
- Repton Park

- NOW LET
- MORE NEEDED!

Hillbrow Lane

£635pcm



- 2 Bedroom House
- South Ashford

- NOW LET
- MORE NEEDED!

PROPERTIES WANTED!

Do you have a property available to let?

Having trouble selling your property but need to move?

Thinking of relocating but don't want to sell your property?

If you have answered YES to any of the above then you need our professional advice.

To arrange your free no obligation valuation please call Connells Ashford on:

01233 634156

Canterbury Road

£750pcm



- 3 Bedroom House
- Willesborough

- NOW LET
- MORE NEEDED!

Manor House Drive

£775pcm



- 3 Bedroom House
- Park Farm

- NOW LET
- MORE NEEDED!

Raymond Fuller Way

£695pcm



- 2 Bedroom House
- Little Burton

- NOW LET
- MORE NEEDED!

Violet Way

£650pcm



- 2 Bedroom Apartment
- Bridgefields

- LET ON 1ST VIEWING

CONNELLS LETTINGS – ASHFORDS PRIME LETTING AGENT
CONSISTENTLY DELIVERING OUTSTANDING RESULTS TO LANDLORDS AND TENANTS

Make a wise move

Find the ideal home in the right location



What houses have been sold in the area



Look for what schools are in the area



Look for transport links in the area



Find the nearest local supermarkets



Use www.PropertyforKent.co.uk where you can search through more than 10,000 homes for sale across the county.

Online you can view full property particulars, location map and agents details, plus find out about current house prices in the area, schools, transport links and even where the nearest supermarket is.

PropertyforKent.co.uk

The smart way to find your next home



TO ADVERTISE:  **EMAIL US** @: appointments@kosmedia.co.uk

 **TELEPHONE US ON:** 01303 817040

 **FAX US ON:** 01303 817004

- ACCOUNTANCY
- ADMINISTRATION, SECRETARIAL, PA
- AGRICULTURE, FORESTRY, ENVIRONMENT
- ART AND DESIGN
- CATERING, HOSPITALITY
- CONSTRUCTION, ARCHITECTURE, SURVEYORS
- CUSTOMER SERVICE, CALL CENTRE
- DOMESTIC
- EDUCATION, TEACHER, SCHOOL
- ENGINEERING, MANUFACTURING, UTILITIES
- ESTATE AGENCY, PROPERTY

- GRADUATE, TRAINEES
- HEALTH AND SAFETY, SECURITY, DEFENCE
- HR, RECRUITMENT
- INDUSTRIAL, WAREHOUSE, FACTORY
- IT, INTERNET, TELECOMS
- INSURANCE, BANKING, FINANCE
- LEGAL
- LEISURE, TOURISM, TRAVEL
- MANAGEMENT CONSULTANCY
- MANAGEMENT, SENIOR POSITIONS
- MARKETING, ADVERTISING

- MOTOR TRADE, DRIVER
- NOT FOR PROFIT, CHARITIES
- NURSING, MEDICINE, CARE WORK
- OTHER
- PRINT, PACKAGING, DISTRIBUTION
- PR, MEDIA, JOURNALISM
- PUBLIC SECTOR, SOCIAL SERVICES
- RETAIL, WHOLESALE, SALES
- SCIENTIFIC AND PHARMACEUTICAL, RESEARCH
- TRANSPORT, LOGISTICS, AVIATION

Senior & General Appointments 56-59

ADMINISTRATOR

DMS family run Cleaning and Repairs Company are looking for a motivated confident person to work within their office, based near Folkestone. Experience in customer services and taking repair bookings. Must be computer literate. Knowledge of Quick Books system an advantage. 4 days per week, Monday - Friday 9-5. For further information please contact Fiona on 01303 248828 or email: fiona@dmspropertymaintenance.co.uk



Keith Graham Hairdressing
Requires

Experienced Stylists & Apprentices

At their Folkestone salon.
Please call Sarah on 01303 257795



BETHANY LODGE
Dymchurch Requires:

REGISTERED NURSE

Day or Night duty to join us in caring for Adults with a physical disability.

For more information and an application form please contact the Manager on Tel: 01303 872289

Helpdesk Analyst Vacancy Sittingbourne Kent

St Regis Paper Company is the largest manufacturer and recycler of paper in the UK. We currently have a vacancy for a Helpdesk Analyst, based at our Divisional Head Quarters in Sittingbourne, Kent.

The main duties of the post will involve: receiving and logging incoming calls, diagnosing and resolving faults remotely, ensuring calls are satisfactorily resolved within acceptable timescales, producing management reports on Helpdesk statistics and assisting with documentation of Helpdesk procedures and tasks.

The ideal candidate will possess; excellent customer service skills, a professional telephone manner with an outgoing personality, an appetite to learn new skills and resolve customer's problems. Although not essential, previous experience in a customer facing role would be desirable.

Systems to be supported include; Windows operating systems, AS400 operations and bespoke applications, Lotus Notes, Microsoft products and a Helpdesk system. Whilst experience of these systems would be distinct advantage training will be given to the right candidate.

Salary range depending on experience £16 - 20,000 pa
Closing date for application strictly 18th November 2010
Successful applicants only will be contacted to attend a 1st Interview after week commencing 22nd November 2010.
Apply in writing with current CV to:

Ms Kerry Lillico
St Regis Paper Co Ltd IT Dept
Unit 2 Oaklands Court, Tiverton Way
Tiverton, Devon, EX16 6TG



RAISING ASPIRATIONS - DEVELOPING SKILLS - DELIVERING QUALITY

We are seeking outstanding individuals to join our highly qualified, experienced and motivated teams, many of whom have come from industry. We offer our students the best learning and training experience and we have the following vacancies available:

■ Programme Leader – Catering and Hospitality

Salary scale: £29,413 - £34,817 for 37 hours per week all year

■ Chef Lecturer in Catering and Hospitality

Salary scale: £25,589 - £30,205 for 37 hours per week all year

■ Lecturer in Hairdressing

Salary scale: £25,589 - £30,205 for 37 hours per week all year

■ Programme Leader – Trowel Trades

Salary scale: £29,413 - £34,817 for 37 hours per week all year

■ Lecturer in Plastering

Salary scale: £25,589 - £30,205 for 37 hours per week all year

■ Trainer Assessor – Health and Social Care

Salary scale: £9,500 - £11,500 for 18.5 hours per week all year plus achievement incentives based on income and performance

■ Business Services Administrator (maternity cover)

Fixed term until the end of April 2011

Salary scale: £14,854 - £15,980 for 37 hours per week all year

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

Closing date: Friday 5 November 2010

Promoting Equality Preventing Discrimination



The smart way to find your next job
JobsforKent.co.uk





SECOND DEPUTY HEAD OF CARE FULL TIME

**SALARY £27,202 PLUS £1,621 WEEKEND ALLOWANCE
SCALE KS9 POINT 29. PERMANENT 52 WEEK POST
INCLUDING ALTERNATE WEEKEND WORKING**

A second Deputy Head of Care required to work at this special school for children aged 11-19 with autism and associated learning difficulties, reporting to the Senior Care Team. Previous employment within a school or social care setting is essential, with relevant leadership/management experience. NVQ Level 4 qualification is desirable, but not essential as training will be provided.

A proportion of the working week is to be spent in direct care work/pupil support to an average of 75%. The post holder must be skilled in working with children and young people who present complex challenging behaviour. The successful applicant will have a track record of proactive approaches to behaviour management and will be required to manage the schools extended year provision, which will involve working outside of term time. Some holiday entitlement can be taken during term time by arrangement with Headteacher or Head of Care.

Stone Bay School is committed to the safeguarding and promotion of the welfare of children and employees are required to have an enhanced CRB disclosure. KCC final-salary pension scheme membership available.

Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application form.

Closing date for applications is Friday 12th November 2010.
Kent County Council is an equal opportunities employer.



Is this the job for you?

ACH is a fast-growing organisation, developing new, high-quality residential homes for adults with Learning Disabilities. Due to our continued growth we now require the following staff to complement our team at our home in

BOBBING
www.achuk.com

SUPPORT WORKERS

Salary £13,250

For an application pack please visit our website at www.achuk.com

Alternatively e-mail louise.burrows@achuk.com or contact Human Resources on 0208 502 8871.



CCL is a global print packaging manufacturer working in partnership with the largest consumer brands and pharmaceutical companies throughout the world. Our plants deploy leading-edge technologies to provide customers with innovative and secure labelling solutions.

JOB VACANCIES

We currently have the following job opportunities based at our Ashford site:

- Experienced **Folding Operators**
- Experienced **Litho Printer** to operate Heidelberg SM102 (temporary position)
- **Studio Mac Operator:** preparing artwork for litho and flexo plates, preparing artwork for digital presses and creating PDF proofs for customer review.

A good eye for detail is essential. Experience with litho and flexo printing is preferred although training could be given to the successful applicant. Experience with PCs and Macs is essential.

Salary will be commensurate with experience.

If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager.

Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com

CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333

TERMS AND CONDITIONS

KOS MEDIA (PUBLISHING) LTD TERMS AND CONDITIONS

1. Advertisements will be accepted only on the express condition that the advertiser warrants that the advertisement does not in any way contravene any existing legislation and in particular the Trade and Description Act 1968 and the Consumer Credit Act 1974.

2. It is the responsibility of all advertisers to ensure that all advertising meets all forms of government legislation and KOS Media (Publishing) Ltd (the "media owner") takes no responsibility or liability in relation to the content of your media.

3. All rates quoted are subject to VAT at the rate currently in force at the time the advertisement appears.

4. All rates within the annual advertising agreement will be rate protected for 12 months from the first date of publication under the signed agreement.

5. Any unsuitable material posted on any website belonging to KOS Media (Publishing) Ltd by the advertiser or any associated third party will be removed or refused. All posted and stored content supplied by the advertiser to KOS Media (Publishing) Ltd in relation to the use of its website or portal will be the sole responsibility of the media owner's online administration tool will be the responsibility of the advertiser. The advertiser indemnifies KOS Media (Publishing) Ltd against any damages as a result of misuse of these privileges by either the advertiser or any third party given password privileges by the advertiser.

6. KOS Media (Publishing) Ltd reserves the right to change passwords intermittently to ensure the overall and ongoing security of its websites within the public domain.

7. Copyright and other intellectual property rights in or to any material for advertising purposes or otherwise within the various forms of media in print, online and moving film owned by KOS Media (Publishing) Ltd must have been sought, verified or paid for by the advertiser where applicable. Approval or permissions must have been given by any potential beneficial owner voice-over or music. The advertiser must be able to verify any statements or claims (promotional or otherwise) in relation to their products/services promoted within any of the media offerings belonging to KOS Media (Publishing) Ltd.

8. Where shrinkage of an advertisement occurs for whatever reason, the advertiser will be required to pay for the nearest full centimetre where it relates to the media owner's printed publications. This will not apply to full-page advertisements, which remain full pages even after shrinkage.

9. KOS Media (Publishing) Ltd reserves the right to omit or refuse any advertisement/commercial/web content without notice or explanation. In these terms the word "advertiser" shall be construed to include any person or organisation who places an advertisement on behalf of the media owner.

10. A guarantee of insertion cannot be given as the media owners shall not be liable for any loss or damage caused by any error inaccuracy within your marketing content. In no case shall the total liability of the media owner for any error or omission exceed the price charged by the media owners for that advertising.

11. No liability is accepted for any loss or damage alleged to have arisen through delay in forwarding to Boxes numbers, however caused, nor for the loss or damage to any artwork supplied.

12. Each insertion notice, in your media messages with KOS Media (Publishing) Ltd must be made in writing to the accounts department within 10 days of Publishing.

13. KOS Media (Publishing) Ltd accepts no responsibility for any errors or omissions made on their websites by the advertiser.

14. KOS Media (Publishing) Ltd has the right to cancel the advertiser's annual membership without notice should the advertiser deliberately publish out of date material or content on any of the media owner's online digital platforms. KOS Media (Publishing) Ltd will seek to recover, in full, all outstanding invoices in relation to the signed annual membership if a reason for the advertiser's negligence in this regard and reserves the right to cancel the guarantee for the remainder of the year.

15. Advertisers are requested to check their advertisements after the first insertion. The media owner will not be responsible for any errors on subsequent insertions, which have not been advised to them in writing.

16. A minimum of one month's notice must be given in writing for any cancellation of the signed annual advertiser's agreement. Upon cancellation, all discounts from KOS Media's standard media advertising rate card (July 2008-June 2009). Discounts will be recalculated and accounted for in line with KOS Media's standard media cancellation (effective July 2008-June 2009) and will reflect the revised length of commitment denoted by the advertiser's written cancellation. Any surcharges, refunds or costs in relation to the production of the advertiser's TV commercial for the commitment set out within the advertiser's agreement will be met in full by the advertiser as per KOS Media's standard media advertising rate card (July 2008-June 2009). Discounts will be recalculated and any refunds or surcharges will be paid by either party within 30 days of the cancellation. A cancellation of an advertising placed must give a minimum of seven days' written notice and any discounts given for series bookings will be forfeited by the advertiser upon cancellation.

17. Seasonal contracts. Your Professional classified advertisements or any uplift advertising within the annual contract with the advertiser will be booked in full - at rate card - on receipt of any written cancellation of this contract within the 12-months.

18. All uplift advertisements must be booked in at least three months in advance of publication and will be subject to availability. All dates booked will be on a first-come, first-served basis.

19. The advertiser must agree to the date and time of filming of any online TV advertising commercial supplied by KOS Media (Publishing) Ltd within the advertiser's agreement. (Platinum, Gold, Silver standard of commercial). Should, for any reason, the advertiser not be available at the agreed time without giving sufficient notice (at least 48 hours), KOS Media (Publishing) Ltd reserves the right to charge for any further TV production at its standard published hourly rate should the advertiser wish to use KOS Media (Publishing) Ltd's production services company. TV commercial to be supplied by the media owner until the advertiser's agreement. The advertiser will approve and accept that there are only two choices of voice-over and music offered by KOS Media (Publishing) Ltd. Should an advertiser wish to use other voice-overs or non-copyright free music it is the responsibility of the advertiser to pay the PRS rights should be required to do so. Any changes to or failure to approve the TV production by the deadlines agreed between both parties will result in KOS Media (Publishing) Ltd being given permission by the media owner to replace the TV commercial with a different one from a choice of photography or video supplied by the media owner until the advertiser can supply a TV commercial produced at their own cost and risk outside of this agreement. The advertiser also accepts and agrees that this action would not reduce the value or cost of their membership. Any cost of changes required to the TV commercial throughout the advertiser's agreement will be borne by the advertiser outside of this agreement.

20. Each advertiser accepts that their ranking and position within KOS Media (Publishing) Ltd's search engine will be equal to those within their category (Platinum, Gold, Silver, Bronze), other than which will be ranked based on the search engine criteria of optimisation within their level (Platinum, Gold, Silver or Bronze).

21. Any delivery claims made by the advertiser or discount vouchers published within the print or online media of KOS Media (Publishing) Ltd and any action as a result of the public or otherwise is the sole responsibility of the advertiser. Any claims resulting from this via KOS Media (Publishing) Ltd must be met by the advertiser.

22. a. All credit accounts shall be settled by the advertiser to the Advertiser by the 30th day of the month. The date of the invoice shall be to be of the essence. All sums due to KOS Media (Publishing) Ltd or RBS Factoring shall be paid in full, and the Advertiser shall have no right of set off in any circumstances.

b. In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner shall be entitled to suspend all further advertising until payment is received and/or repudiate the contract and make any surcharges for breaking the contract.

c. In the event that payment is not received by KOS Media (Publishing) Ltd by the due date, the media owner reserves the right to charge interest on all overdue balances calculated on a daily basis at the rate of two per cent above the minimum lending rate of National Westminster Bank Plc from time to time in force.

d. Notwithstanding anything in these terms and conditions or implied to the contrary, in the event of the Advertiser ceasing to use the services of KOS Media (Publishing) Ltd (for whatever reason), the whole amount of monies due from the Advertiser to the date of cessation shall fall due for immediate payment.

e. The Advertiser will be liable for all costs incurred by KOS Media (Publishing) Ltd in the recovery of debts not paid by the due date.

f. Payment may be made by cheque, credit transfer, direct debit, cash and any major credit card.

23. Any discount which KOS Media (Publishing) Ltd may have agreed with the Advertiser shall be forfeited in the event of the failure by the Advertiser to complete the contract or to meet the above credit terms.

24. Advertisers Agency commissions will be allowed to those advertisers recognised by the Newsweek index, but shall not exceed ten per cent and will be subject to the terms of that recognition. This commission will not be allowed if the Advertising Agency fails to meet the terms.

25. All private advertisements and certain categories as laid down by KOS Media (Publishing) Ltd must be prepaid.

26. The Advertiser agrees to indemnify KOS Media (Publishing) Ltd in respect of all costs, damages or other charges falling upon the media owners or any of the components of the KOS Media Group as the result of legal action or threatened legal action or threatened legal action arising from the publication of any advertisement or advertising promotion.

27. An order for an advertisement shall amount to acceptance of these terms and conditions, and any condition placed on an order by an Advertiser shall be null and void in so far as it conflicts with them.

28. Copyright in advertisements produced wholly or partially by the media owners belong to KOS Media (Publishing) Ltd. Advertisers may not reproduce such advertisements without the media owner's written consent.

All terms and conditions stated above are in place to protect the advertiser, the media owner and the communities they serve within the public domain as well as the beneficial rights of individuals and organisations. KOS Media will endeavour to always act reasonably in applying its terms and conditions.

Effective from June 2008

Apple Barn, Hythe Road, Smeeth, Ashford, Kent TN25 6SR

Tel 01303 817040 Fax 01303 817004

Email: info@kosmedia.co.uk



KOS

media

Award winning publications

www.kentnews.co.uk

Make this your next mouse click



JobsforKent.co.uk

The smart way to find a job in the County

POWERED BY **KOS MEDIA**

Find a job online

Register your details and we'll email you daily with new jobs that match your selected criteria

JobsforKent.co.uk

The smart way to find a job in the County

To advertise in this section or online **01303 817040**





The future of local media

Would you like to be a part of an exciting and growing team developing our portfolio across Kent's towns and districts?

Have you got innovative ideas?

Media Sales Executives (Field Based)

We have an opportunity for highly motivated people to create and sell multi-media solutions in our market-leading portfolio of newspapers and magazines. We're not looking for people to just take orders; we're looking for people who can provide first class solutions for our customers. We believe good customer service is at the heart of our success and we want to recruit people who can develop excellent business relationships and present effective and innovative ideas that will provide real value and response for our customers.

Senior B2B Sales Professionals

To play a key role in developing new business and maintaining existing relationships. The ideal candidate should be comfortable with all stages of account management and should be proficient at sourcing leads, creating initial contact, delivering presentations, writing proposals, negotiating and closing. The person we are seeking will be an energetic and enthusiastic individual with good interpersonal skills, strong relationship-building capability and have excellent verbal and written communication ability. They will need to demonstrate a proven sales track record, preferably from within B2B media, will have a good understanding of the benefits of printed, online and live media and ideally have knowledge of the Kent marketplace.

Telephone Sales Executive

Are you confident, competitive, determined and hard working? Do you enjoy a challenge and have a 'can do' attitude? We are looking to recruit highly driven, experienced telesales professionals able to work under pressure to deadline and target, in our fast-paced advertising department.

Are you Sport mad?

Commercial Sales Manager (Sports Products)

Playing the key role in selling advertising and sponsorship across our new sports products is something that an all-round sports enthusiast would revel in. Candidates will possess a proven track record in media sales, combining excellent communication and presentation skills, a great business acumen, tenacity, and the ability to build positive business relationships. Ultimately, we need an articulate and assured sales person with a structured sales technique, a positive manner and passion for all things sport.

Events and Exhibitions Executive

You will play the key role in selling and coordinating our groups events, exhibitions and sponsorship across our market-leading portfolio of newspapers, magazines, show guides, websites and mobile products.

Reporters

We are looking for NCTJ-trained reporters to join our busy newsroom. Candidates must be genuine all-rounders who are able to write across the various sections of our newspapers and websites, from news to features and leisure. You will be a self-starter bursting with ideas who is able to adapt their writing style to meet the needs of a variety of publications.

Full-time Creative Personal Assistant

Reporting to the managing director and editorial director

The successful applicant will need to demonstrate they have the ability to not only produce excellent reports and run senior directors' diaries, but also have writing skills that would not be out of place in our newsroom. You will be producing monthly management reports and minutes of board meetings as well as preparing copy for marketing, and on occasions supplying well written PR for our websites, newspapers and magazines as well as the wider world of media. This position also demands absolute discretion as the business develops in the coming years.

The successful applicant must also have the ability to work to tight deadlines and be flexible when work demands dictate. Some knowledge of media, marketing or PR would be advantageous.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

Please apply with your CV and covering letter in the first instance to:

sandra.waghorn@kosmedia.co.uk
or in writing to Sandra Waghorn,
ARCHANT KOS MEDIA,
Apple Barn, Hythe Road, Smeeth,
Ashford, Kent TN25 6SS

About us

KOS Media publishes the UK award-winning Kent on Sunday newspaper and a series of free weekly newspapers, magazines and associated websites and mobile products.

The company produces kentnews.co.uk and yourkentTV, an internet-based TV service providing regional and local news, business and sport, plus websites for jobs, property and motors.

KOS Media's newspapers have won more than 10 national awards, including UK Regional Newspaper of the Year, and UK Free Weekly Newspaper of the Year six times.

In June, 2010, media group Archant purchased KOS Media.

Archant is the UK's largest independently owned regional media business

It is a community media company active in the fields of regional newspaper and magazine publishing, contract printing and internet communications. All its titles serve clearly defined communities, based around locations or interest groups.

Archant can trace its roots back more than 160 years and today remains one of the country's largest independent media businesses. As a private company it employs 1,850 people right across England. It has an annual turnover of £142 million.

The newspaper division, Archant Regional, produces four daily regional newspapers and around 60 weekly titles with a combined circulation of 2.25 million copies every week. It is a UK top six regional newspaper publisher. It also publishes many of the group's 180 websites and a number of its magazines.

Archant also owns three magazine companies, which between them produce around 80 magazines.



KOS
media

Award Winning Company

ARCHANT} KOS MEDIA

Receive a helping hand searching for a new job

100s of Kent jobs updated daily
online from Kent's leading companies,
from all sectors of industry



Register your details and we'll
email you daily with new jobs
that match your search criteria



Jobs by email

Be the first to receive the latest top Kent jobs. Register
your details and we'll email you daily with new jobs that
match your search criteria.



Company profiles

Read about Kent's leading companies, view their current
job vacancies and contact them with your details.



CV Checker and builder

Use our tools and create a first class CV. See how good
your CV is and take advantage of a free CV review.



View the latest vacancies with new
Jobs posted daily, read full job
descriptions and apply online.

Take advantage of our online
services and receive Jobs by Email,
get professional advice, build your
bespoke CV and read Company
Profiles from the county's leading
recruiter's.

JobsforKent.co.uk

Here to help you find your next job





move 'n' smooth

Pedal Your Way to 5-a-Day

Move'n'smooth is an exciting and unique tool for promoting healthy eating and physical activity.

Working within the Healthy Schools Curriculum, pupils have a memorable experience learning different ways to eat more fruit and vegetables and to get more exercise.

Our exciting workshops developed in consultation with a panel of health and education professionals, including an expert in nutrition, consist of interactive presentations which are individually tailored to the needs of each class and age range from reception to university students. They contain information on nutrition, exercise, and hydration and conclude with each pupil having the opportunity to pedal a healthy, fresh fruit smoothie on our amazing human powered smoothie-bikes.

It's fun; it's green and very memorable.

Book us now and let us support your healthy, scientific or environmental programmes.



For more information
go to our website
www.movensmooth.com
or give us a call on
07918 166947



yourlocal professionals

Advertise your business on yourkenttv.co.uk – the Kent local search directory find out more about us and our products and services online

TO ADVERTISE



Email us at classified@kosmedia.co.uk

ADVERTISING

Your next customer could be reading about your business **NOW!**

Advertise today
Call Hayley on 01303 817115

BUILDING SERVICES

PDC Building & Groundworks

- Driveways, Pathways, Patios, Decking, Fencing
- Soffits, Fascia Boards, Brickwork + Repointing
- Rendering, Carpentry, Electrical, Plastering
- Painting + Decorating



All general groundworks

**Call now: 01304 330242
07791 992662**

BUILDING SERVICES

CWD BUILDERS

Your building projects



in safe hands

- Plumbing • Electrics • Carpentry
- Plastering • Rendering
- Damp-proofing • Decorating
- Roofing • Fascias & Soffits
- Drainage & Groundworks
- Extensions • Renovations
- New Builds • Garden Design

For a complete and professional service with flair, imagination and experience, call today for a **FREE ESTIMATE** on 07980 062694 or 01303 872505

CWD Building Services

Providing a complete build service to make your dreams a reality

GLAZING SERVICES

WE SURPASS YOUR NEEDS FOR GLASS

GLASS FOR ALL USES

- Pictures
- Windows
- Doors
- Balustrading
- Mirrors
- Roofs
- Floors
- Kitchen Splash Backs (coloured)
- Table Tops
- Double Glazed units
- Secondary Double Glazing
- Leaded Lights traditional and modern overlay to your design
- Window Film



Supply only or
Fitting Service
available

**cliftonville glass
& GLAZING LIMITED**

Tel: (0143) 227242 Fax: (0143) 291386
Email: clifonglass@talktalk.net
www.clifonglassandglazingltd.com
39-41 Sweeny Road, Cliftonville, Margate CT9 2DD

PAINTERS & DECORATORS

MC DECOR

Painting & Decorating Contractor

All aspects of interior & exterior decorating

FREE QUOTATIONS

**Call 01304 330242
or 07885 327 802**

PET SERVICES

Canterbury Tails

Covering South East Kent
Dog walking, daycare and pet care services

Whether you're feeling unwell, busy with work or other plans. We offer a safe, caring environment for your beloved pet, including pet feeding, pet to vet, trainer, groomer and more.

Tel: 07999 219 688

www.canterburytails.co.uk
info@canterburytails.co.uk



PLUMBING & HEATING

25% WINTER DISCOUNT

**FREE call out/quotes!
All areas covered**

- Emergency Service
- All aspects covered
- All work guaranteed

A.B Plumbing & Heating
Call Andy 01303 851105 / 07787 952231

REMOVALS / STORAGE

Let us do the grunt work!
Professional home/office moves,
house and office clearance
Handywork, decorating and
garden services

No job too big, no job too small

07999 21 99 21
for a free quote.

handyhog.com

SHEDS / FENCING

Sheds built to order
Standard or custom made
to your specifications



UNBELIEVABLE PRICES

Fitting and Painting
all inclusive of price
Phone today for your free
no obligation estimate

Office: 01227 370834

29 Park Road Herne Bay,
Kent CT6 5ST
www.rb-sheds.co.uk
07760 786634



SPORTS / ACTIVITIES

GREENFIELDS SHOOTING GROUNDS

Greenfields offers a range of tuition options, from lessons for beginners through to experienced shot guidance. Our tuition will help you reach the level you desire in a friendly, pressure-free environment.

Greenfields Shooting Grounds
Sturry Hill, Sturry, Nr Canterbury, Kent CT2 0NG
01227 713 222
sales@greenfieldsshooting.co.uk
www.greenfieldsshooting.co.uk

ONLINE TV

online TV as it happens

Watch the latest web TV sport news and action kentnews.co.uk

Picture BROMLEYGREEN.CO.UK



UNLUCKY: Glenn Mackett went close with this headed effort

HOCKEY**First league win for Smith's side****Barnes 4 Ashford 6**

ASHFORD finally opened their account in the South Hockey League by edging a pulsating ten-goal thriller at Barnes.

Chris Smith's side went into the game having picked up their first win in all competitions last week with a 6-5 win against Gore Court in the England Hockey Men's Trophy. The side would have been hoping for a much easier challenge, but were again involved in another high-scoring game on Saturday.

A hat-trick from Rob Playford, a brace from Akim Toussant and a strike from Sam Handley eventually secured an end-to-end win against Barnes.

The result saw Ashford collect their first three points of the season and has moved Smith's side up to ninth in the Premier Division Two table, ahead of Saturday's clash against Lewes.

Meanwhile, Ashford ladies 1st XI return to Kent Hockey Association Premier League action on Saturday with a trip to Old Bordenian ladies.

Follow all the action at the weekend with
Kent Football Live

We bring you all the goals as they go in with our live match updates from every game involving Kent sides.

All you have to do is log onto www.kentsport.co.uk from 2pm onwards and watch the action unfold.

SIDECAR**Tim's season high**

NEWLY crowned British F1 Sidecar champion Tim Reeves ended the season on a high with a win and a second place at Mallory Park on Sunday.

The Tenterden-born racer entered the final round of the British Championship with the title already secured. However, he continued to push, finishing second behind Ben and Tom Birchall in the opening race and he notched up his 13th win of the year in the final race.



PLEASE SEND YOUR SPORTS STORIES TO SPORTS EDITOR GLENN PEARSON AT
glenn.pearson@kosmedia.co.uk

Green find form to ease past New Romney**FOOTBALL****Bromley Green 3 New Romney 0**

BROMLEY Green moved up to seventh in the Kent County League Division One East after an assured display against New Romney.

Green started brightly and created several half chances early on and they were unlucky not to take the lead when Ryan Smith headed against the crossbar.

Glenn Mackett headed over shortly after, before Dave Smith opened the scoring on the half-hour mark. Mickey Doyle was alive to Rocky Hayles' corner to head home the opener for the home side.

Green continued to push for a second

goal in the second-half, but it didn't arrive until the 75th-minute. Steve Harris burst into the Romney half and let fly with a powerful 25-yard drive which flew into the net. Hayles added a third before the final whistle to complete a comfortable 3-0 win.

Smith's side face arguably their toughest test of the season so far when they travel

to league leaders APM on Saturday.

On Sunday, Bromley Green's Sunday XI easily moved into the next round of the Ashford Charity Trophy after a 10-0 win at Charing. Mackett scored a hat-trick while there were braces for Matt and Marc Collins. Harris and Rob Greenfield were also on the scoresheet and an own goal completed the rout for Green.

Elsewhere, Kennington's stay in the Inter Regional Challenge Cup is over after a 3-1 defeat against Bly Spartans. Josh Conlon scored the consolation goal, which was his first for the club.



Pictures: IOR KUPCO

POSITIVE: Ashford piled the pressure on HSBC during the second-half to claim victory which took them top of Kent 1 and continued their unbeaten streak in the league

Home win sees Ashford sitting pretty at the top**RUGBY****■ BY YOURASHFORD REPORTER****Ashford 20****HSBC 10**

ASHFORD moved to the top of Kent 1 after racking up another comfortable win at home to HSBC.

The game started on a sombre note for the home side as a minute's silence was held in memory of clubman Joe Connolly, who died last week. Once play began, Ashford continued their impressive run of form to record a 20-10 win to strengthen their Kent 1 title bid.

Both sides made a positive start to the game, but cancelled each other out in the opening ten minutes. The hosts eventually broke the deadlock with a successful penalty attempt from JJ Murray.

The score gave Pete Walsh's side a boost and they piled the pressure on HSBC immediately from the restart. It didn't take long for them to

exploit a gap in the defence and score the first try of the game.

Danny Bushell intercepted the ball deep in Ashford's 22 and he offloaded to Dave Connell, who then found Tommy Murray. The prop forward powered his way through three tackles before crashing over the try line. JJ Murray added the extras to give Ashford a 10-0 lead.

A second try followed which will probably be

a contender for try of the season. The Ashford forwards won the ball from a line-out in their own half and drove ten metres, before scrum half Ali Vant passed to the backs. The ball was exchanged through four sets of hands before Liam Murray ran 70-metres and offloaded to Chris Baker to crash over.

HSBC started the second-half determined to haul themselves back in the game and shortly after the restart they found a gap in the defence and scored.

The try seemed to affect the home side and possession swung to their opponents. However, Ashford regrouped and put the game out of reach when Joe Lakin played in JJ Murray, who beat three tackles to score.

The home side conceded a try late on, but it was not enough to take the victory away from the division's new leaders.

Camier is back on track after a two-month break

SUPERBIKES

■ BY TOM HOWARD

LEON Camier's recovery from a broken wrist took another positive step as the World Superbike rider completed a three-day test.

Camier broke the scaphoid bone in his wrist during the German round of the championship two months ago. Last week's test at Spain's Motorland Aragon circuit was the Ashford rider's first outing on the bike since the accident, which sidelined him for the final three rounds of the season.

Camier, who has agreed a deal to race for the Aprilia factory team for a second season, was pleased with his progress at the test. The 24-year-old set the fifth fastest time, but was more than a second behind team-mate, and new world champion, Max Biaggi.

He said: "The test ended up pretty good for us. We closed the gap to Max quite a bit and we found some improvements with the electronics that we've been looking for. But we have to keep remembering that this test wasn't about lap times for us, it was about getting comfortable on the bike again and learning the circuit.

"I felt better and better on the bike, even though on the last day it was pretty cold and that made my wrist hurt a bit more. I'm confident that if I needed to push harder, I could. Also, things should be a lot easier when I start to use the higher spec parts on the bike at Phillip Island."



PROGRESS: Leon Camier was pleased with his performance at last week's test at Spain's Motorland Aragon circuit

Before he will compete in the Aprilia team's next test at Australia's Phillip Island, he hopes to head to America to hone his skills at the California Superbike School.

On the next test, he said: "I'm really looking

forward to it because as I say, I'll have the new spec parts which I've been without at this test, and also I know the circuit and my wrist will be better again, so hopefully we'll see even more improvements."

LEAGUE TABLE

(Not including midweek games)

KENT LEAGUE PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Herne Bay	11	6	4	1	9	22
2 VCD Athletic	10	6	3	1	6	21
3 Beckenham Town	9	6	1	2	8	19
4 Greenwich Borough	9	6	0	3	10	18
5 Deal Town	10	5	1	4	-2	16
6 Hythe Town	7	4	1	2	6	13
7 Erith Town	9	3	4	2	3	13
8 Sevenoaks Town	9	4	1	4	-2	13
9 Tunbridge Wells	7	3	3	1	10	12
10 Norton Sports	8	2	4	2	1	10
11 Fisher	9	3	1	5	-5	10
12 Erith & Belvedere	7	2	1	4	-3	7
13 Corinthian	8	2	1	5	-7	7
14 Lordswood	8	1	2	5	-6	5
15 Holmesdale	10	1	2	7	-11	5
16 Sporting Bengal	9	1	1	7	-17	4

KENT COUNTY DIVISION ONE EAST

1 APM	6	4	2	0	13	14
2 Bredhurst Juniors	6	4	2	0	8	13
3 Offord Utd	7	3	3	1	2	12
4 Milton & Fulston	9	3	2	4	-8	11
5 Sheerness East	6	3	1	2	6	10
6 Staplehurst & Mon	6	2	2	2	3	8
7 Bromley Green	4	2	1	1	3	7
8 Shepney United	4	2	1	1	0	7
9 New Romney	6	2	1	3	-2	7
10 Premier	3	1	0	2	-2	3
11 Larkfield & New Hythe	6	0	2	4	-5	2
12 Kennington	4	0	1	3	-12	1
13 University of Kent	3	0	0	3	-6	0

FIXTURES (Saturday):

FA CUP FIRST ROUND: Hereford United v **Hythe Town**

KENT COUNTY LEAGUE DIVISION ONE EAST: APM v **Bromley Green**

FOOTBALL



PICTURE: KEITH SLATER

FUTURE: Mark Patterson in charge of the academy

Playing the waiting game frustrates new Nuts and Bolts boss

NEW Ashford Town manager Tony Reynolds hopes he can begin his squad-building progress no later than January.

Reynolds, who was named the club's new first-team manager in October, is eager to start building for next season, but his plans have ground to a halt as Ashford seek affiliation from the Kent FA and learn which league they will play in.

The Ashford boss admitted it is a frustrating situation to be in, but hopes he will finally be able to begin putting together a squad in the new year.

In the meantime he has been following a number of local games in the search of potential players for his side.

Important

He said: "I haven't been able to do an awful lot until we know what league we will be playing in. We would like to be playing in the Kent League at Homelands, but there are no guarantees at the moment.

"I hope to hold some trials at Sandy Acres Sports Club in January for prospective players. These could be really important to us and we hope we can try and persuade some of the talent in Ashford to take the next step with us."

Reynolds is also keeping in regular contact with Town's academy boss Mark Patterson, who is in charge of Ashford's Ryman Youth League side.

Reynolds said: "I have spoken to Mark on a couple of occasions and the lads playing for his side are the future of the club really, so the academy side is very important."

Elsewhere, Ashford Town chairman Ernie Warren has been in contact with Kent FA chief executive Keith Masters about affiliation, but a meeting to discuss matters is yet to take place.

VIEW THIS CLIP ON

yourkenttv.co.uk

Your LOCAL TV ONLINE



PREPARING: Scott Porter (right) watched Hereford United play last night ahead of the FA Cup first round

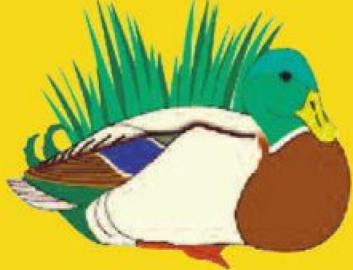
DVDs of United in action.

The Town boss may want to avoid looking at highlights from Saturday's game, when struggling Hereford suddenly found some form as they thrashed Stockport County 5-0.

The gulf between the sides was demonstrated last weekend. While the Bulls were running riot at Edgeley Park, Hythe lost 2-0 to Lordswood in front of 105 spectators.



Find out about next year's Open Championship at Kent's Royal St George's



Sandwich Leisure Holiday Park

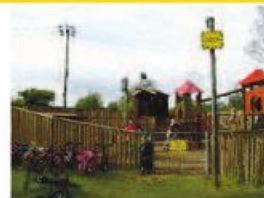
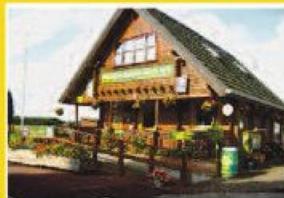
Santuary in Sandwich

Just 2 minutes walk from the picturesque historic town of Sandwich with beautiful old buildings and fascinating waterfront is **A 5 Star luxury holiday park offering holiday homes £15,000 - £90,000**

No clubhouse No bingo No karaoke, just lots of peace and quiet in a family run holiday park.

We are pet friendly, we even have our own wildlife and resident ducks on site!

Ideally situated, only an hours drive from the Dartford Crossing, 20 minutes from the Cathedral City of Canterbury & close to the ports of Dover & Ramsgate which offer easy access to France.



Sandwich Leisure Park, Woodnesborough Road, Sandwich, Kent CT13 0AA
Phone: 01304 612681 Fax: 01304 615252
Email: info@sandwichleisurepark.co.uk www.sandwichleisurepark.co.uk